

**Department of Economic Development**

# **Governor's Recommendation**

## **Fiscal Year 2019**

**Robert B. Dixon, Director**

**573/751-4770**

**Book 1**



**DEPARTMENT OF ECONOMIC DEVELOPMENT**  
**FY 2019 BUDGET**  
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**Department of Economic Development**

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# MISSOURI

## Department of Economic Development

Eric R. Greitens  
Governor

Robert B. Dixon  
Director

February 2, 2018

The Honorable Eric R. Greitens  
Governor of Missouri  
State Capitol, Room 216  
Jefferson City, MO 65101

Dear Governor Greitens:

The Department of Economic Development (DED) is pleased to provide you with the Department's Fiscal Year 2019 Budget Proposal with Governor's Recommendations. Our mission is to help the private sector create more jobs and to help Missourians earn higher pay. It is our privilege to serve our citizens and our state, as we accomplish this important work.

Every day, DED works with the private sector and Missouri communities to attract, retain, expand, and start businesses; provide a ready supply of highly skilled and trained workers; promote, preserve, and expand our state's quality of life assets; enhance our competitive business environment; and to support the physical and technological infrastructure needed for economic growth across Missouri.

If you should have any questions about the budget proposal or need additional information, please feel free to contact me at 751-4770.

Sincerely,



Robert B. Dixon  
Director



## **DEPARTMENT OF ECONOMIC DEVELOPMENT OVERVIEW**

The Department of Economic Development is composed of various agencies and divisions that administer programs in the areas of community and economic development, workforce development and tourism; as well as agencies that administer statutory requirements and work to safeguard public interest.

Programs managed by these agencies and divisions provide a wide array of services designed to enhance Missouri's economic growth in the 21st century. These services provide direct assistance to businesses and industries; communities and regions; and individuals and organizations by promoting business and community development, job training, housing, tourism, the art's, women in business, and utility regulation throughout the state.

The department consists of two distinct groups: development agencies and regulatory agencies. The department also has an administrative services division.

### **Development Agencies/Divisions:**

The Division of Business and Community Services (BCS) is divided into five teams – Research, Marketing, Sales, Finance, and Community Development Block Grant (CDBG). The teams work together to support economic growth in Missouri by promoting and facilitating job creation/capital investment; international export expansion, the development of an innovation economy, and improving Missouri communities.

The Division of Workforce Development (DWD) provides vital services to develop Missouri's workforce for the 21<sup>st</sup> century through skill-training and career connections for job seekers and human resources, and financial assistance for businesses.

The Division of Tourism promotes Missouri as a premier tourist destination, while helping the state and local communities meet changing trends in the travel/tourism industry.

The Division of Tourism oversees the Missouri Film Office, which promotes the growth of the state's film and video production industry and works to attract film, television and video productions to Missouri.

The Division of Energy assists, educates, and encourages Missourians to advance the efficient use of diverse energy resources to provide for a healthier environment and to achieve greater energy security for future generations. The Division works with economic development by providing technical and financial assistance to state and local governments, agricultural interests, school districts, business, industry and the general public related to energy efficiency and renewable energy projects and weatherization.

The Missouri Arts Council provides technical and financial assistance to nonprofit organizations across Missouri to encourage and stimulate economic and community development through the arts.

## **DEPARTMENT OF ECONOMIC DEVELOPMENT OVERVIEW (CONTINUED)**

The Missouri Housing Development Commission is the state's housing finance agency, providing for the financing, development and preservation of affordable housing for low- to moderate-income Missourians.

The Missouri Development Finance Board provides development financing to assist infrastructure, economic development and business expansion and attraction projects throughout Missouri.

### **Regulatory Agencies:**

The Office of the Public Counsel was established in 1975 to represent the public and the interests of utility customers in proceedings before the Missouri Public Service Commission (PSC) and in the Courts involving investor-owned electric, natural gas, telephone, water, sewer and steam heat utilities. Public Counsel addresses many issues that affect customers including rates, safe and adequate service, complaints and disputes, connections and disconnections, and billing and collection practices. Through the Ombudsman for Property Rights, established in 2006 with the passage of House Bill 1944, the Office of the Public Counsel provides guidance to landowners about the condemnation process.

The Missouri Public Service Commission is charged with the statutory responsibility of ensuring that public utility consumers receive safe and adequate services at just and reasonable rates that will provide the utility companies' shareholders the opportunity to earn a reasonable return on their investment. The PSC regulates the rates and practices of investor-owned gas, electric, water and sewer utilities, including safety, billing and quality of service. It has limited regulatory authority over investor-owned telephone companies. The PSC also administers safety standards for the rural electric cooperatives and municipal gas systems, maintains a registry of state video service providers and registers Voice-Over-Internet Protocol (VoIP) service providers. In addition, the PSC administers the provision of Relay Missouri service, which gives hearing-impaired citizens access to the telephone network. The Manufactured Housing Department is required by statute to annually register manufacturers and dealers of manufactured homes and modular units; prescribe and enforce uniform construction standards for manufactured homes and modular units sold in the state; and enforce manufactured home set-up and tie-down requirements.

### **Administrative Services Division:**

The Administrative Services Division provides legal, public relation, legislative, financial, budget and human resource support to the department director, senior management and other divisions within the department. The Administrative Services Division oversees the Missouri Women's Council, which works to identify and address issues affecting the economic and employment status of women in Missouri.

**Department of Economic Development  
State Auditor's Reports and Oversight Evaluations and Missouri Sunset Act Provisions**

| <b>Program or Division Name</b>  | <b>Type of Report</b>                | <b>Date Issued</b> | <b>Website</b>  |
|--|--------------------------------------|--------------------|---|
| Tax Credit Programs  | Audit Report (2017-051)              | Jun-17             | <a href="https://app.auditor.mo.gov/AuditReports/CitzSummary.aspx?id=581">https://app.auditor.mo.gov/AuditReports/CitzSummary.aspx?id=581</a> |
| Small Business Regulatory Fairness Board                                     | Audit Report (2016-030)              | May-16             | <a href="http://app.auditor.mo.gov/AuditReports/CitzSummary.aspx?id=472">http://app.auditor.mo.gov/AuditReports/CitzSummary.aspx?id=472</a>   |
| Public Service Commission  | Audit Report (2015-129)              | Dec-15             | <a href="http://app.auditor.mo.gov/AuditReports/CitzSummary.aspx?id=437">http://app.auditor.mo.gov/AuditReports/CitzSummary.aspx?id=437</a>   |
| Neighborhood Assistance Program Tax Credit                                   | Audit Report (2015-092)              | Oct-15             | <a href="http://app.auditor.mo.gov/Repository/Press/2015092932908.pdf">http://app.auditor.mo.gov/Repository/Press/2015092932908.pdf</a>       |
| Office of the Public Counsel   | Audit Report (2015-061)              | Aug-15             | <a href="http://app.auditor.mo.gov/Repository/Press/2015061953857.pdf">http://app.auditor.mo.gov/Repository/Press/2015061953857.pdf</a>       |
| MO Development Finance Board Infrastructure Tax Credit Program               | Audit Report (2014-142)              | Dec-14             | <a href="http://app.auditor.mo.gov/AuditReports/CitzSummary.aspx?id=354">http://app.auditor.mo.gov/AuditReports/CitzSummary.aspx?id=354</a>   |
| Follow-up Report on Audit Findings Brownfield Remediation Tax Credit Program | Audit Report (2014-099)              | Oct-14             | <a href="http://www.auditor.mo.gov/Repository/Press/2014099907678.pdf">http://www.auditor.mo.gov/Repository/Press/2014099907678.pdf</a>       |
| Brownfield Remediation Tax Credit Program                                    | Audit Report (2014-023)              | Apr-14             | <a href="http://www.auditor.mo.gov/Press/2014023457179.pdf">http://www.auditor.mo.gov/Press/2014023457179.pdf</a>                             |
| Historic Preservation Tax Credit Program                                     | Audit Report (2014-018)              | Mar-14             | <a href="http://www.auditor.mo.gov/Press/2014018370056.pdf">http://www.auditor.mo.gov/Press/2014018370056.pdf</a>                             |
| Low Income Housing   | Audit Report (2014-014)              | Mar-14             | <a href="http://www.auditor.mo.gov/Press/2013014719305.pdf">http://www.auditor.mo.gov/Press/2013014719305.pdf</a>                             |
| Missouri Technology Corporation  | Audit Report (2013-057)              | Jul-13             | <a href="http://www.auditor.mo.gov/AuditReports/CitzSummary.aspx?id=200">http://www.auditor.mo.gov/AuditReports/CitzSummary.aspx?id=200</a>   |
| Division of Business and Community Services                                  | Audit Report (2013-031)              | Apr-13             | <a href="http://www.auditor.mo.gov/Press/2013-031.pdf">http://www.auditor.mo.gov/Press/2013-031.pdf</a>                                       |
| New Markets Tax Credit   | Oversight Evaluation - Sunset Review | Jan-13             | <a href="http://moga.mo.gov/">http://moga.mo.gov/</a>   |
| Film Production Tax Credit   | Oversight Evaluation - Sunset Review | Jan-13             | <a href="http://moga.mo.gov/">http://moga.mo.gov/</a>   |
| Division of Business and Community Services                                  | Audit Report (2012-117)              | Sep-12             | <a href="http://www.auditor.mo.gov/AuditReports/CitzSummary.aspx?id=127">http://www.auditor.mo.gov/AuditReports/CitzSummary.aspx?id=127</a>   |
| Missouri Quality Jobs Tax Incentive Program                                  | Audit Report (2012-65)               | Jul-12             | <a href="http://www.auditor.mo.gov/AuditReports/CitzSummary.aspx?id=102">http://www.auditor.mo.gov/AuditReports/CitzSummary.aspx?id=102</a>   |
| Review of Policy for Economic Growth   | Oversight Evaluation                 | Dec-11             | <a href="http://moga.mo.gov/">http://moga.mo.gov/</a>   |
| Division of Tourism  | Audit Report (2011-59)               | Sep-11             | <a href="http://auditor.mo.gov/press/2011-59.htm">http://auditor.mo.gov/press/2011-59.htm</a>   |
| Division of Workforce Development  | Audit Report (2011-16)               | Apr-11             | <a href="http://auditor.mo.gov/press/2011-16.htm">http://auditor.mo.gov/press/2011-16.htm</a>   |

**Department of Economic Development**  
**Programs Subject to Missouri Sunset Act**

| Program  | Statutes Establishing     | Sunset Date | Review Status |
|--|---------------------------|-------------|---------------|
| Missouri Downtown Economic Stimulus Act (MODESA)       | 99.915 - 99.980, RSMo     | 1/1/2013    |               |
| Distressed Area Land Assemblage Tax Credit             | 99.1025, RSMo             | 8/28/2013   |               |
| Qualified Equity Investments Tax Credit (New Markets)  | 135.680 - 135.682, RSMo   | 9/4/2013    |               |
| Film Production Project Tax Credit                     | 135.750, RSMo             | 11/28/2013  |               |
| Missouri Automotive Manufacturing Jobs Act             | 620.1910, RSMo            | 10/12/2016  |               |
| Alternative Fuel Infrastructure Tax Credit             | 135.710, RSMo             | 12/31/2017  |               |
| Missouri Works New Jobs Training                       | 620.800 - 620.809, RSMo   | 7/1/2019    |               |
| Missouri Works Job Retention Training                  | 620.800 - 620.809, RSMo   | 7/1/2019    |               |
| Missouri Works Business Incentives                     | 620.2000 - 620.2020, RSMo | 8/28/2019   |               |
| Amateur Sporting Tax Credit                            | 67.3000, RSMo             | 8/28/2019   |               |
| Amateur Sporting Contribution Tax Credit               | 67.3005, RSMo             | 8/28/2019   |               |
| Wood Energy Tax Credit                                 | 135.300 - 135.311, RSMo   | 6/30/2020   |               |
| Division of Tourism Supplemental Revenue Fund          | 620.467, RSMo             | 6/30/2020   |               |
| Missouri Arts Council Trust Fund                       | 143.183, RSMo             | 12/31/2020  |               |
| Bring Jobs Home Act                                    | 143.1100, RSMo            | 8/28/2022   |               |
| Advanced Industrial Manufacturing Zones Act (AIM Zone) | 68.075, RSMo              | 8/28/2023   |               |



**NEW DECISION ITEM**  
RANK: 2 OF \_\_\_\_\_

| <b>Department:</b> Economic Development  |               | Budget Unit   | Various   |                |   |
|--|---------------|---|---|----------------|---|
| <b>Division:</b> Department Wide   |               |   |   |                |   |
| DI Name  | FY19 Pay Plan | DI# 0000012   | HB Section _____  |                |   |
| <b>1. AMOUNT OF REQUEST</b>  |               |   |   |                |   |
| <b>FY 2019 Budget Request</b>  |               |   |   |                |   |
|  | GR            | Federal   | Other   | Total          | E |
| PS   | 0             | 0   | 0   | 0              |   |
| EE   | 0             | 0   | 0   | 0              |   |
| PSD  | 0             | 0   | 0   | 0              |   |
| TRF  | 0             | 0   | 0   | 0              |   |
| <b>Total</b>   | <b>0</b>      | <b>0</b>  | <b>0</b>  | <b>0</b>       |   |
| <b>FY 2019 Governor's Recommendation</b>   |               |   |   |                |   |
|  | GR            | Federal   | Other   | Total          | E |
| PS   | 33,697        | 241,806   | 91,656  | 367,159        |   |
| EE   | 0             | 0   | 0   | 0              |   |
| PSD  | 0             | 0   | 0   | 0              |   |
| TRF  | 0             | 0   | 0   | 0              |   |
| <b>Total</b>   | <b>33,697</b> | <b>241,806</b>  | <b>91,656</b>   | <b>367,159</b> |   |
| <b>FTE</b>   | <b>0.00</b>   | <b>0.00</b>   | <b>0.00</b>   | <b>0.00</b>    |   |
| <b>Est. Fringe</b>   | <b>0</b>      | <b>0</b>  | <b>0</b>  | <b>0</b>       |   |
| Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.  |               |   |   |                |   |
| Other Funds:   |               |   |   |                |   |
| <b>2. THIS REQUEST CAN BE CATEGORIZED AS:</b>  |               |   |   |                |   |
| <input type="checkbox"/> New Legislation<br><input type="checkbox"/> Federal Mandate<br><input type="checkbox"/> GR Pick-Up<br><input checked="" type="checkbox"/> Pay Plan    |               | <input type="checkbox"/> New Program<br><input type="checkbox"/> Program Expansion<br><input type="checkbox"/> Space Request<br><input type="checkbox"/> Other: | <input type="checkbox"/> Fund Switch<br><input type="checkbox"/> Cost to Continue<br><input type="checkbox"/> Equipment Replacement |                |   |
| <b>3. WHY IS THIS FUNDING NEEDED? PROVIDE AN EXPLANATION FOR ITEMS CHECKED IN #2. INCLUDE THE FEDERAL OR STATE STATUTORY OR CONSTITUTIONAL AUTHORIZATION FOR THIS PROGRAM.</b> |               |   |   |                |   |
| <p>The Governor's Fiscal Year 2019 budget includes appropriation authority for a \$650 pay raise for state employees making \$50,000 or less.</p>                              |               |   |   |                |   |

**NEW DECISION ITEM**  
**RANK: 2 OF \_\_\_\_\_**

|   |                    |                  |
|---|--------------------|------------------|
| <b>Department:</b> Economic Development | <b>Budget Unit</b> | Various          |
| <b>Division:</b> Department Wide        |                    |                  |
| DI Name FY19 Pay Plan                   | DI# 0000012        | HB Section _____ |

**4. DESCRIBE THE DETAILED ASSUMPTIONS USED TO DERIVE THE SPECIFIC REQUESTED AMOUNT. (How did you determine that the requested number of FTE were appropriate? From what source or standard did you derive the requested levels of funding? Were alternatives such as outsourcing or automation considered? If based on new legislation, does request tie to TAFF fiscal note? If not, explain why. Detail which portions of the request are one-times and how those amounts were calculated.)**

The appropriated amount for the Fiscal Year 19 pay plan was based on the core personal service appropriations for those making \$50,000 or less.

**5. BREAK DOWN THE REQUEST BY BUDGET OBJECT CLASS, JOB CLASS, AND FUND SOURCE. IDENTIFY ONE-TIME COSTS.**

| Budget Object Class/Job Class | Dept Req<br>GR<br>DOLLARS | Dept Req<br>GR<br>FTE | Dept Req<br>FED<br>DOLLARS | Dept Req<br>FED<br>FTE | Dept Req<br>OTHER<br>DOLLARS | Dept Req<br>OTHER<br>FTE | Dept Req<br>TOTAL<br>DOLLARS | Dept Req<br>TOTAL<br>FTE | Dept Req<br>One-Time<br>DOLLARS | E |
|-------------------------------|---------------------------|-----------------------|----------------------------|------------------------|------------------------------|--------------------------|------------------------------|--------------------------|---------------------------------|---|
|                               |                           |                       |                            |                        |                              |                          |                              |                          |                                 |   |

|             |   |     |   |     |   |     |   |     |   |
|-------------|---|-----|---|-----|---|-----|---|-----|---|
| Total PS    | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 | 0 |
| Grand Total | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 | 0 |

| Budget Object Class/Job Class | Gov Rec<br>GR<br>DOLLARS | Gov Rec<br>GR<br>FTE | Gov Rec<br>FED<br>DOLLARS | Gov Rec<br>FED<br>FTE | Gov Rec<br>OTHER<br>DOLLARS | Gov Rec<br>OTHER<br>FTE | Gov Rec<br>TOTAL<br>DOLLARS | Gov Rec<br>TOTAL<br>FTE | Gov Rec<br>One-Time<br>DOLLARS | E |
|-------------------------------|--------------------------|----------------------|---------------------------|-----------------------|-----------------------------|-------------------------|-----------------------------|-------------------------|--------------------------------|---|
|                               |                          |                      |                           |                       |                             |                         |                             |                         |                                |   |

|                        |        |     |         |     |        |     |         |     |     |  |
|------------------------|--------|-----|---------|-----|--------|-----|---------|-----|-----|--|
| 100-Salaries and Wages | 33,697 |     | 241,806 |     | 91,656 |     | 367,159 |     | 0.0 |  |
| Total PS               | 33,697 | 0.0 | 241,806 | 0.0 | 91,656 | 0.0 | 367,159 | 0.0 | 0   |  |
| Grand Total            | 33,697 | 0.0 | 241,806 | 0.0 | 91,656 | 0.0 | 367,159 | 0.0 | 0   |  |

**DEPARTMENT OF ECONOMIC DEVELOPMENT**
**DECISION ITEM DETAIL**

| Budget Unit                        | FY 2017    | FY 2017     | FY 2018    | FY 2018     | FY 2019    | FY 2019     | FY 2019         | FY 2019     |
|------------------------------------|------------|-------------|------------|-------------|------------|-------------|-----------------|-------------|
| Decision Item                      | ACTUAL     | ACTUAL      | BUDGET     | BUDGET      | DEPT REQ   | DEPT REQ    | GOV REC         | GOV REC     |
| Budget Object Class                | DOLLAR     | FTE         | DOLLAR     | FTE         | DOLLAR     | FTE         | DOLLAR          | FTE         |
| <b>MO ECO RESEARCH INFO CENTER</b> |            |             |            |             |            |             |                 |             |
| <b>Pay Plan - 0000012</b>          |            |             |            |             |            |             |                 |             |
| SR OFFICE SUPPORT ASSISTANT        | 0          | 0.00        | 0          | 0.00        | 0          | 0.00        | 1,300           | 0.00        |
| RESEARCH ANAL I                    | 0          | 0.00        | 0          | 0.00        | 0          | 0.00        | 3,517           | 0.00        |
| RESEARCH ANAL II                   | 0          | 0.00        | 0          | 0.00        | 0          | 0.00        | 2,035           | 0.00        |
| RESEARCH ANAL III                  | 0          | 0.00        | 0          | 0.00        | 0          | 0.00        | 4,017           | 0.00        |
| RESEARCH ANAL IV                   | 0          | 0.00        | 0          | 0.00        | 0          | 0.00        | 839             | 0.00        |
| EXECUTIVE II                       | 0          | 0.00        | 0          | 0.00        | 0          | 0.00        | 650             | 0.00        |
| PLANNER II                         | 0          | 0.00        | 0          | 0.00        | 0          | 0.00        | 455             | 0.00        |
| PLANNER III                        | 0          | 0.00        | 0          | 0.00        | 0          | 0.00        | 1,950           | 0.00        |
| MISCELLANEOUS PROFESSIONAL         | 0          | 0.00        | 0          | 0.00        | 0          | 0.00        | 195             | 0.00        |
| <b>TOTAL - PS</b>                  | <b>0</b>   | <b>0.00</b> | <b>0</b>   | <b>0.00</b> | <b>0</b>   | <b>0.00</b> | <b>14,958</b>   | <b>0.00</b> |
| <b>GRAND TOTAL</b>                 | <b>\$0</b> | <b>0.00</b> | <b>\$0</b> | <b>0.00</b> | <b>\$0</b> | <b>0.00</b> | <b>\$14,958</b> | <b>0.00</b> |
| GENERAL REVENUE                    | \$0        | 0.00        | \$0        | 0.00        | \$0        | 0.00        | \$891           | 0.00        |
| FEDERAL FUNDS                      | \$0        | 0.00        | \$0        | 0.00        | \$0        | 0.00        | \$14,067        | 0.00        |
| OTHER FUNDS                        | \$0        | 0.00        | \$0        | 0.00        | \$0        | 0.00        | \$0             | 0.00        |

**DEPARTMENT OF ECONOMIC DEVELOPMENT**
**DECISION ITEM DETAIL**

| Budget Unit                    | FY 2017    | FY 2017     | FY 2018    | FY 2018     | FY 2019    | FY 2019     | FY 2019        | FY 2019     |
|--------------------------------|------------|-------------|------------|-------------|------------|-------------|----------------|-------------|
| Decision Item                  | ACTUAL     | ACTUAL      | BUDGET     | BUDGET      | DEPT REQ   | DEPT REQ    | GOV REC        | GOV REC     |
| Budget Object Class            | DOLLAR     | FTE         | DOLLAR     | FTE         | DOLLAR     | FTE         | DOLLAR         | FTE         |
| <b>MARKETING</b>               |            |             |            |             |            |             |                |             |
| Pay Plan - 0000012             |            |             |            |             |            |             |                |             |
| ADMIN OFFICE SUPPORT ASSISTANT | 0          | 0.00        | 0          | 0.00        | 0          | 0.00        | 85             | 0.00        |
| MARKETING SPECIALIST I         | 0          | 0.00        | 0          | 0.00        | 0          | 0.00        | 325            | 0.00        |
| MARKETING SPECIALIST II        | 0          | 0.00        | 0          | 0.00        | 0          | 0.00        | 709            | 0.00        |
| MARKETING SPECIALIST III       | 0          | 0.00        | 0          | 0.00        | 0          | 0.00        | 2,405          | 0.00        |
| <b>TOTAL - PS</b>              | <b>0</b>   | <b>0.00</b> | <b>0</b>   | <b>0.00</b> | <b>0</b>   | <b>0.00</b> | <b>3,524</b>   | <b>0.00</b> |
| <b>GRAND TOTAL</b>             | <b>\$0</b> | <b>0.00</b> | <b>\$0</b> | <b>0.00</b> | <b>\$0</b> | <b>0.00</b> | <b>\$3,524</b> | <b>0.00</b> |
| GENERAL REVENUE                | \$0        | 0.00        | \$0        | 0.00        | \$0        | 0.00        | \$2,607        | 0.00        |
| FEDERAL FUNDS                  | \$0        | 0.00        | \$0        | 0.00        | \$0        | 0.00        | \$169          | 0.00        |
| OTHER FUNDS                    | \$0        | 0.00        | \$0        | 0.00        | \$0        | 0.00        | \$748          | 0.00        |

**DEPARTMENT OF ECONOMIC DEVELOPMENT**
**DECISION ITEM DETAIL**

| Budget Unit                    | FY 2017    | FY 2017     | FY 2018    | FY 2018     | FY 2019    | FY 2019     | FY 2019         | FY 2019     |
|--------------------------------|------------|-------------|------------|-------------|------------|-------------|-----------------|-------------|
| Decision Item                  | ACTUAL     | ACTUAL      | BUDGET     | BUDGET      | DEPT REQ   | DEPT REQ    | GOV REC         | GOV REC     |
| Budget Object Class            | DOLLAR     | FTE         | DOLLAR     | FTE         | DOLLAR     | FTE         | DOLLAR          | FTE         |
| <b>SALES</b>                   |            |             |            |             |            |             |                 |             |
| <b>Pay Plan - 0000012</b>      |            |             |            |             |            |             |                 |             |
| ADMIN OFFICE SUPPORT ASSISTANT | 0          | 0.00        | 0          | 0.00        | 0          | 0.00        | 650             | 0.00        |
| SR OFFICE SUPPORT ASSISTANT    | 0          | 0.00        | 0          | 0.00        | 0          | 0.00        | 1,300           | 0.00        |
| PLANNER III                    | 0          | 0.00        | 0          | 0.00        | 0          | 0.00        | 650             | 0.00        |
| MARKETING SPECIALIST I         | 0          | 0.00        | 0          | 0.00        | 0          | 0.00        | 2,438           | 0.00        |
| MARKETING SPECIALIST II        | 0          | 0.00        | 0          | 0.00        | 0          | 0.00        | 1,820           | 0.00        |
| MARKETING SPECIALIST III       | 0          | 0.00        | 0          | 0.00        | 0          | 0.00        | 6,331           | 0.00        |
| ECONOMIC DEV INCENTIVE SPEC I  | 0          | 0.00        | 0          | 0.00        | 0          | 0.00        | 650             | 0.00        |
| ECONOMIC DEV INCENTIVE SPC III | 0          | 0.00        | 0          | 0.00        | 0          | 0.00        | 650             | 0.00        |
| SPECIAL ASST OFFICE & CLERICAL | 0          | 0.00        | 0          | 0.00        | 0          | 0.00        | 163             | 0.00        |
| <b>TOTAL - PS</b>              | <b>0</b>   | <b>0.00</b> | <b>0</b>   | <b>0.00</b> | <b>0</b>   | <b>0.00</b> | <b>\$14,652</b> | <b>0.00</b> |
| <b>GRAND TOTAL</b>             | <b>\$0</b> | <b>0.00</b> | <b>\$0</b> | <b>0.00</b> | <b>\$0</b> | <b>0.00</b> | <b>\$14,652</b> | <b>0.00</b> |
| GENERAL REVENUE                | \$0        | 0.00        | \$0        | 0.00        | \$0        | 0.00        | \$14,489        | 0.00        |
| FEDERAL FUNDS                  | \$0        | 0.00        | \$0        | 0.00        | \$0        | 0.00        | \$0             | 0.00        |
| OTHER FUNDS                    | \$0        | 0.00        | \$0        | 0.00        | \$0        | 0.00        | \$163           | 0.00        |

**DEPARTMENT OF ECONOMIC DEVELOPMENT**
**DECISION ITEM DETAIL**

| Budget Unit                    | FY 2017    | FY 2017     | FY 2018    | FY 2018     | FY 2019    | FY 2019     | FY 2019         | FY 2019     |
|--------------------------------|------------|-------------|------------|-------------|------------|-------------|-----------------|-------------|
| Decision Item                  | ACTUAL     | ACTUAL      | BUDGET     | BUDGET      | DEPT REQ   | DEPT REQ    | GOV REC         | GOV REC     |
| Budget Object Class            | DOLLAR     | FTE         | DOLLAR     | FTE         | DOLLAR     | FTE         | DOLLAR          | FTE         |
| <b>FINANCE</b>                 |            |             |            |             |            |             |                 |             |
| Pay Plan - 0000012             |            |             |            |             |            |             |                 |             |
| ADMIN OFFICE SUPPORT ASSISTANT | 0          | 0.00        | 0          | 0.00        | 0          | 0.00        | 163             | 0.00        |
| ECONOMIC DEV INCENTIVE SPEC I  | 0          | 0.00        | 0          | 0.00        | 0          | 0.00        | 3,153           | 0.00        |
| ECONOMIC DEV INCENTIVE SPEC II | 0          | 0.00        | 0          | 0.00        | 0          | 0.00        | 1,697           | 0.00        |
| ECONOMIC DEV INCENTIVE SPC III | 0          | 0.00        | 0          | 0.00        | 0          | 0.00        | 6,884           | 0.00        |
| MISCELLANEOUS PROFESSIONAL     | 0          | 0.00        | 0          | 0.00        | 0          | 0.00        | 7               | 0.00        |
| <b>TOTAL - PS</b>              | <b>0</b>   | <b>0.00</b> | <b>0</b>   | <b>0.00</b> | <b>0</b>   | <b>0.00</b> | <b>11,904</b>   | <b>0.00</b> |
| <b>GRAND TOTAL</b>             | <b>\$0</b> | <b>0.00</b> | <b>\$0</b> | <b>0.00</b> | <b>\$0</b> | <b>0.00</b> | <b>\$11,904</b> | <b>0.00</b> |
| GENERAL REVENUE                | \$0        | 0.00        | \$0        | 0.00        | \$0        | 0.00        | \$11,254        | 0.00        |
| FEDERAL FUNDS                  | \$0        | 0.00        | \$0        | 0.00        | \$0        | 0.00        | \$0             | 0.00        |
| OTHER FUNDS                    | \$0        | 0.00        | \$0        | 0.00        | \$0        | 0.00        | \$650           | 0.00        |

**DEPARTMENT OF ECONOMIC DEVELOPMENT**
**DECISION ITEM DETAIL**

| Budget Unit                    | FY 2017    | FY 2017     | FY 2018    | FY 2018     | FY 2019    | FY 2019     | FY 2019        | FY 2019     |
|--------------------------------|------------|-------------|------------|-------------|------------|-------------|----------------|-------------|
| Decision Item                  | ACTUAL     | ACTUAL      | BUDGET     | BUDGET      | DEPT REQ   | DEPT REQ    | GOV REC        | GOV REC     |
| Budget Object Class            | DOLLAR     | FTE         | DOLLAR     | FTE         | DOLLAR     | FTE         | DOLLAR         | FTE         |
| <b>CDBG PROGRAM</b>            |            |             |            |             |            |             |                |             |
| <b>Pay Plan - 0000012</b>      |            |             |            |             |            |             |                |             |
| ADMIN OFFICE SUPPORT ASSISTANT | 0          | 0.00        | 0          | 0.00        | 0          | 0.00        | 800            | 0.00        |
| ACCOUNT CLERK II               | 0          | 0.00        | 0          | 0.00        | 0          | 0.00        | 598            | 0.00        |
| MARKETING SPECIALIST I         | 0          | 0.00        | 0          | 0.00        | 0          | 0.00        | 293            | 0.00        |
| MARKETING SPECIALIST III       | 0          | 0.00        | 0          | 0.00        | 0          | 0.00        | 585            | 0.00        |
| ECONOMIC DEV INCENTIVE SPEC I  | 0          | 0.00        | 0          | 0.00        | 0          | 0.00        | 728            | 0.00        |
| ECONOMIC DEV INCENTIVE SPEC II | 0          | 0.00        | 0          | 0.00        | 0          | 0.00        | 1,040          | 0.00        |
| ECONOMIC DEV INCENTIVE SPC III | 0          | 0.00        | 0          | 0.00        | 0          | 0.00        | 3,998          | 0.00        |
| <b>TOTAL - PS</b>              | <b>0</b>   | <b>0.00</b> | <b>0</b>   | <b>0.00</b> | <b>0</b>   | <b>0.00</b> | <b>8,042</b>   | <b>0.00</b> |
| <b>GRAND TOTAL</b>             | <b>\$0</b> | <b>0.00</b> | <b>\$0</b> | <b>0.00</b> | <b>\$0</b> | <b>0.00</b> | <b>\$8,042</b> | <b>0.00</b> |
| GENERAL REVENUE                | \$0        | 0.00        | \$0        | 0.00        | \$0        | 0.00        | \$2,536        | 0.00        |
| FEDERAL FUNDS                  | \$0        | 0.00        | \$0        | 0.00        | \$0        | 0.00        | \$5,506        | 0.00        |
| OTHER FUNDS                    | \$0        | 0.00        | \$0        | 0.00        | \$0        | 0.00        | \$0            | 0.00        |

**DEPARTMENT OF ECONOMIC DEVELOPMENT**
**DECISION ITEM DETAIL**

| Budget Unit                        | FY 2017    | FY 2017     | FY 2018    | FY 2018     | FY 2019    | FY 2019     | FY 2019        | FY 2019     |
|------------------------------------|------------|-------------|------------|-------------|------------|-------------|----------------|-------------|
| Decision Item                      | ACTUAL     | ACTUAL      | BUDGET     | BUDGET      | DEPT REQ   | DEPT REQ    | GOV REC        | GOV REC     |
| Budget Object Class                | DOLLAR     | FTE         | DOLLAR     | FTE         | DOLLAR     | FTE         | DOLLAR         | FTE         |
| <b>MO COMMUNITY SVS COMMISSION</b> |            |             |            |             |            |             |                |             |
| Pay Plan - 0000012                 |            |             |            |             |            |             |                |             |
| ECONOMIC DEV INCENTIVE SPEC I      | 0          | 0.00        | 0          | 0.00        | 0          | 0.00        | 416            | 0.00        |
| ECONOMIC DEV INCENTIVE SPEC II     | 0          | 0.00        | 0          | 0.00        | 0          | 0.00        | 234            | 0.00        |
| ECONOMIC DEV INCENTIVE SPC III     | 0          | 0.00        | 0          | 0.00        | 0          | 0.00        | 1,300          | 0.00        |
| <b>TOTAL - PS</b>                  | <b>0</b>   | <b>0.00</b> | <b>0</b>   | <b>0.00</b> | <b>0</b>   | <b>0.00</b> | <b>1,950</b>   | <b>0.00</b> |
| <b>GRAND TOTAL</b>                 | <b>\$0</b> | <b>0.00</b> | <b>\$0</b> | <b>0.00</b> | <b>\$0</b> | <b>0.00</b> | <b>\$1,950</b> | <b>0.00</b> |
| GENERAL REVENUE                    | \$0        | 0.00        | \$0        | 0.00        | \$0        | 0.00        | \$0            | 0.00        |
| FEDERAL FUNDS                      | \$0        | 0.00        | \$0        | 0.00        | \$0        | 0.00        | \$1,950        | 0.00        |
| OTHER FUNDS                        | \$0        | 0.00        | \$0        | 0.00        | \$0        | 0.00        | \$0            | 0.00        |

**DEPARTMENT OF ECONOMIC DEVELOPMENT**
**DECISION ITEM DETAIL**

| Budget Unit                    | FY 2017    | FY 2017     | FY 2018    | FY 2018     | FY 2019    | FY 2019     | FY 2019        | FY 2019     |
|--------------------------------|------------|-------------|------------|-------------|------------|-------------|----------------|-------------|
| Decision Item                  | ACTUAL     | ACTUAL      | BUDGET     | BUDGET      | DEPT REQ   | DEPT REQ    | GOV REC        | GOV REC     |
| Budget Object Class            | DOLLAR     | FTE         | DOLLAR     | FTE         | DOLLAR     | FTE         | DOLLAR         | FTE         |
| <b>MO ARTS COUNCIL</b>         |            |             |            |             |            |             |                |             |
| Pay Plan - 0000012             |            |             |            |             |            |             |                |             |
| ADMIN OFFICE SUPPORT ASSISTANT | 0          | 0.00        | 0          | 0.00        | 0          | 0.00        | 650            | 0.00        |
| OFFICE SUPPORT ASSISTANT       | 0          | 0.00        | 0          | 0.00        | 0          | 0.00        | 650            | 0.00        |
| ACCOUNT CLERK II               | 0          | 0.00        | 0          | 0.00        | 0          | 0.00        | 650            | 0.00        |
| ACCOUNTANT II                  | 0          | 0.00        | 0          | 0.00        | 0          | 0.00        | 650            | 0.00        |
| PUBLIC INFORMATION COOR        | 0          | 0.00        | 0          | 0.00        | 0          | 0.00        | 650            | 0.00        |
| EXECUTIVE I                    | 0          | 0.00        | 0          | 0.00        | 0          | 0.00        | 650            | 0.00        |
| ARTS COUNCIL PRGM SPEC I       | 0          | 0.00        | 0          | 0.00        | 0          | 0.00        | 650            | 0.00        |
| <b>TOTAL - PS</b>              | <b>0</b>   | <b>0.00</b> | <b>0</b>   | <b>0.00</b> | <b>0</b>   | <b>0.00</b> | <b>4,550</b>   | <b>0.00</b> |
| <b>GRAND TOTAL</b>             | <b>\$0</b> | <b>0.00</b> | <b>\$0</b> | <b>0.00</b> | <b>\$0</b> | <b>0.00</b> | <b>\$4,550</b> | <b>0.00</b> |
| GENERAL REVENUE                | \$0        | 0.00        | \$0        | 0.00        | \$0        | 0.00        | \$0            | 0.00        |
| FEDERAL FUNDS                  | \$0        | 0.00        | \$0        | 0.00        | \$0        | 0.00        | \$1,300        | 0.00        |
| OTHER FUNDS                    | \$0        | 0.00        | \$0        | 0.00        | \$0        | 0.00        | \$3,250        | 0.00        |

**DEPARTMENT OF ECONOMIC DEVELOPMENT**
**DECISION ITEM DETAIL**

| Budget Unit                    | FY 2017    | FY 2017     | FY 2018    | FY 2018     | FY 2019    | FY 2019     | FY 2019          | FY 2019     |
|--------------------------------|------------|-------------|------------|-------------|------------|-------------|------------------|-------------|
| Decision Item                  | ACTUAL     | ACTUAL      | BUDGET     | BUDGET      | DEPT REQ   | DEPT REQ    | GOV REC          | GOV REC     |
| Budget Object Class            | DOLLAR     | FTE         | DOLLAR     | FTE         | DOLLAR     | FTE         | DOLLAR           | FTE         |
| <b>WORKFORCE DEVELOPMENT</b>   |            |             |            |             |            |             |                  |             |
| <b>Pay Plan - 0000012</b>      |            |             |            |             |            |             |                  |             |
| ADMIN OFFICE SUPPORT ASSISTANT | 0          | 0.00        | 0          | 0.00        | 0          | 0.00        | 5,200            | 0.00        |
| OFFICE SUPPORT ASSISTANT       | 0          | 0.00        | 0          | 0.00        | 0          | 0.00        | 650              | 0.00        |
| SR OFFICE SUPPORT ASSISTANT    | 0          | 0.00        | 0          | 0.00        | 0          | 0.00        | 2,925            | 0.00        |
| STOREKEEPER I                  | 0          | 0.00        | 0          | 0.00        | 0          | 0.00        | 650              | 0.00        |
| ACCOUNTANT I                   | 0          | 0.00        | 0          | 0.00        | 0          | 0.00        | 650              | 0.00        |
| ACCOUNTING SPECIALIST I        | 0          | 0.00        | 0          | 0.00        | 0          | 0.00        | 650              | 0.00        |
| ACCOUNTING SPECIALIST II       | 0          | 0.00        | 0          | 0.00        | 0          | 0.00        | 1,300            | 0.00        |
| ACCOUNTING CLERK               | 0          | 0.00        | 0          | 0.00        | 0          | 0.00        | 650              | 0.00        |
| ACCOUNTING GENERALIST I        | 0          | 0.00        | 0          | 0.00        | 0          | 0.00        | 650              | 0.00        |
| ACCOUNTING GENERALIST II       | 0          | 0.00        | 0          | 0.00        | 0          | 0.00        | 1,300            | 0.00        |
| RESEARCH ANAL II               | 0          | 0.00        | 0          | 0.00        | 0          | 0.00        | 650              | 0.00        |
| RESEARCH ANAL III              | 0          | 0.00        | 0          | 0.00        | 0          | 0.00        | 650              | 0.00        |
| PUBLIC INFORMATION SPEC I      | 0          | 0.00        | 0          | 0.00        | 0          | 0.00        | 650              | 0.00        |
| PUBLIC INFORMATION SPEC II     | 0          | 0.00        | 0          | 0.00        | 0          | 0.00        | 650              | 0.00        |
| PUBLIC INFORMATION COOR        | 0          | 0.00        | 0          | 0.00        | 0          | 0.00        | 650              | 0.00        |
| TRAINING TECH II               | 0          | 0.00        | 0          | 0.00        | 0          | 0.00        | 1,300            | 0.00        |
| TRAINING TECH III              | 0          | 0.00        | 0          | 0.00        | 0          | 0.00        | 1,300            | 0.00        |
| EXECUTIVE I                    | 0          | 0.00        | 0          | 0.00        | 0          | 0.00        | 650              | 0.00        |
| PLANNER III                    | 0          | 0.00        | 0          | 0.00        | 0          | 0.00        | 1,950            | 0.00        |
| TELECOMMUN TECH II             | 0          | 0.00        | 0          | 0.00        | 0          | 0.00        | 650              | 0.00        |
| MARKETING SPECIALIST I         | 0          | 0.00        | 0          | 0.00        | 0          | 0.00        | 1,950            | 0.00        |
| WORKFORCE DEVELOPMENT SPEC I   | 0          | 0.00        | 0          | 0.00        | 0          | 0.00        | 151,268          | 0.00        |
| WORKFORCE DEVELOPMENT SUPV I   | 0          | 0.00        | 0          | 0.00        | 0          | 0.00        | 11,050           | 0.00        |
| WORKFORCE DEVELOPMENT SUPV II  | 0          | 0.00        | 0          | 0.00        | 0          | 0.00        | 14,950           | 0.00        |
| FISCAL & ADMINISTRATIVE MGR B1 | 0          | 0.00        | 0          | 0.00        | 0          | 0.00        | 650              | 0.00        |
| <b>TOTAL - PS</b>              | <b>0</b>   | <b>0.00</b> | <b>0</b>   | <b>0.00</b> | <b>0</b>   | <b>0.00</b> | <b>203,593</b>   | <b>0.00</b> |
| <b>GRAND TOTAL</b>             | <b>\$0</b> | <b>0.00</b> | <b>\$0</b> | <b>0.00</b> | <b>\$0</b> | <b>0.00</b> | <b>\$203,593</b> | <b>0.00</b> |
| GENERAL REVENUE                | \$0        | 0.00        | \$0        | 0.00        | \$0        | 0.00        | \$0              | 0.00        |
| FEDERAL FUNDS                  | \$0        | 0.00        | \$0        | 0.00        | \$0        | 0.00        | \$202,943        | 0.00        |
| OTHER FUNDS                    | \$0        | 0.00        | \$0        | 0.00        | \$0        | 0.00        | \$650            | 0.00        |

**DEPARTMENT OF ECONOMIC DEVELOPMENT**
**DECISION ITEM DETAIL**

| Budget Unit                    | FY 2017    | FY 2017     | FY 2018    | FY 2018     | FY 2019    | FY 2019     | FY 2019         | FY 2019     |
|--------------------------------|------------|-------------|------------|-------------|------------|-------------|-----------------|-------------|
| Decision Item                  | ACTUAL     | ACTUAL      | BUDGET     | BUDGET      | DEPT REQ   | DEPT REQ    | GOV REC         | GOV REC     |
| Budget Object Class            | DOLLAR     | FTE         | DOLLAR     | FTE         | DOLLAR     | FTE         | DOLLAR          | FTE         |
| <b>TOURISM</b>                 |            |             |            |             |            |             |                 |             |
| Pay Plan - 0000012             |            |             |            |             |            |             |                 |             |
| ADMIN OFFICE SUPPORT ASSISTANT | 0          | 0.00        | 0          | 0.00        | 0          | 0.00        | 1,300           | 0.00        |
| ACCOUNTANT I                   | 0          | 0.00        | 0          | 0.00        | 0          | 0.00        | 650             | 0.00        |
| ACCOUNTING ANAL II             | 0          | 0.00        | 0          | 0.00        | 0          | 0.00        | 650             | 0.00        |
| PUBLIC INFORMATION SPEC I      | 0          | 0.00        | 0          | 0.00        | 0          | 0.00        | 650             | 0.00        |
| PUBLIC INFORMATION SPEC II     | 0          | 0.00        | 0          | 0.00        | 0          | 0.00        | 1,950           | 0.00        |
| PUBLIC INFORMATION COOR        | 0          | 0.00        | 0          | 0.00        | 0          | 0.00        | 1,300           | 0.00        |
| TOURIST ASST                   | 0          | 0.00        | 0          | 0.00        | 0          | 0.00        | 5,200           | 0.00        |
| TOURIST CENTER SPV             | 0          | 0.00        | 0          | 0.00        | 0          | 0.00        | 5,200           | 0.00        |
| MANAGEMENT ANALYSIS SPEC I     | 0          | 0.00        | 0          | 0.00        | 0          | 0.00        | 650             | 0.00        |
| ECON DEV INFO & ADV COOR       | 0          | 0.00        | 0          | 0.00        | 0          | 0.00        | 325             | 0.00        |
| COMMUNITY DEV REP II           | 0          | 0.00        | 0          | 0.00        | 0          | 0.00        | 650             | 0.00        |
| FISCAL & ADMINISTRATIVE MGR B1 | 0          | 0.00        | 0          | 0.00        | 0          | 0.00        | 650             | 0.00        |
| <b>TOTAL - PS</b>              | <b>0</b>   | <b>0.00</b> | <b>0</b>   | <b>0.00</b> | <b>0</b>   | <b>0.00</b> | <b>19,175</b>   | <b>0.00</b> |
| <b>GRAND TOTAL</b>             | <b>\$0</b> | <b>0.00</b> | <b>\$0</b> | <b>0.00</b> | <b>\$0</b> | <b>0.00</b> | <b>\$19,175</b> | <b>0.00</b> |
| GENERAL REVENUE                | \$0        | 0.00        | \$0        | 0.00        | \$0        | 0.00        | \$0             | 0.00        |
| FEDERAL FUNDS                  | \$0        | 0.00        | \$0        | 0.00        | \$0        | 0.00        | \$0             | 0.00        |
| OTHER FUNDS                    | \$0        | 0.00        | \$0        | 0.00        | \$0        | 0.00        | \$19,175        | 0.00        |

**DEPARTMENT OF ECONOMIC DEVELOPMENT**
**DECISION ITEM DETAIL**

| Budget Unit                       | FY 2017    | FY 2017     | FY 2018    | FY 2018     | FY 2019    | FY 2019     | FY 2019         | FY 2019     |
|-----------------------------------|------------|-------------|------------|-------------|------------|-------------|-----------------|-------------|
| Decision Item                     | ACTUAL     | ACTUAL      | BUDGET     | BUDGET      | DEPT REQ   | DEPT REQ    | GOV REC         | GOV REC     |
| Budget Object Class               | DOLLAR     | FTE         | DOLLAR     | FTE         | DOLLAR     | FTE         | DOLLAR          | FTE         |
| <b>ENERGY DIVISION OPERATIONS</b> |            |             |            |             |            |             |                 |             |
| Pay Plan - 0000012                |            |             |            |             |            |             |                 |             |
| ADMIN OFFICE SUPPORT ASSISTANT    | 0          | 0.00        | 0          | 0.00        | 0          | 0.00        | 1,301           | 0.00        |
| ACCOUNT CLERK II                  | 0          | 0.00        | 0          | 0.00        | 0          | 0.00        | 651             | 0.00        |
| AUDITOR II                        | 0          | 0.00        | 0          | 0.00        | 0          | 0.00        | 651             | 0.00        |
| PUBLIC INFORMATION COOR           | 0          | 0.00        | 0          | 0.00        | 0          | 0.00        | 651             | 0.00        |
| EXECUTIVE II                      | 0          | 0.00        | 0          | 0.00        | 0          | 0.00        | 650             | 0.00        |
| MANAGEMENT ANALYSIS SPEC I        | 0          | 0.00        | 0          | 0.00        | 0          | 0.00        | 650             | 0.00        |
| MANAGEMENT ANALYSIS SPEC II       | 0          | 0.00        | 0          | 0.00        | 0          | 0.00        | 651             | 0.00        |
| PLANNER II                        | 0          | 0.00        | 0          | 0.00        | 0          | 0.00        | 1,951           | 0.00        |
| PLANNER III                       | 0          | 0.00        | 0          | 0.00        | 0          | 0.00        | 1,951           | 0.00        |
| PUBLIC UTILITY FINANCIAL ANAL     | 0          | 0.00        | 0          | 0.00        | 0          | 0.00        | 169             | 0.00        |
| ENVIRONMENTAL SPEC III            | 0          | 0.00        | 0          | 0.00        | 0          | 0.00        | 995             | 0.00        |
| ENERGY SPEC I                     | 0          | 0.00        | 0          | 0.00        | 0          | 0.00        | 651             | 0.00        |
| ENERGY SPEC III                   | 0          | 0.00        | 0          | 0.00        | 0          | 0.00        | 1,711           | 0.00        |
| ENERGY SPEC IV                    | 0          | 0.00        | 0          | 0.00        | 0          | 0.00        | 736             | 0.00        |
| ENERGY ENGINEER I                 | 0          | 0.00        | 0          | 0.00        | 0          | 0.00        | 650             | 0.00        |
| ECONOMIC DEV INCENTIVE SPEC II    | 0          | 0.00        | 0          | 0.00        | 0          | 0.00        | 1,300           | 0.00        |
| MISCELLANEOUS PROFESSIONAL        | 0          | 0.00        | 0          | 0.00        | 0          | 0.00        | 650             | 0.00        |
| <b>TOTAL - PS</b>                 | <b>0</b>   | <b>0.00</b> | <b>0</b>   | <b>0.00</b> | <b>0</b>   | <b>0.00</b> | <b>15,969</b>   | <b>0.00</b> |
| <b>GRAND TOTAL</b>                | <b>\$0</b> | <b>0.00</b> | <b>\$0</b> | <b>0.00</b> | <b>\$0</b> | <b>0.00</b> | <b>\$15,969</b> | <b>0.00</b> |
| GENERAL REVENUE                   | \$0        | 0.00        | \$0        | 0.00        | \$0        | 0.00        | \$0             | 0.00        |
| FEDERAL FUNDS                     | \$0        | 0.00        | \$0        | 0.00        | \$0        | 0.00        | \$10,306        | 0.00        |
| OTHER FUNDS                       | \$0        | 0.00        | \$0        | 0.00        | \$0        | 0.00        | \$5,663         | 0.00        |

**DEPARTMENT OF ECONOMIC DEVELOPMENT**
**DECISION ITEM DETAIL**

| Budget Unit                    | FY 2017    | FY 2017     | FY 2018    | FY 2018     | FY 2019    | FY 2019     | FY 2019        | FY 2019     |
|--------------------------------|------------|-------------|------------|-------------|------------|-------------|----------------|-------------|
| Decision Item                  | ACTUAL     | ACTUAL      | BUDGET     | BUDGET      | DEPT REQ   | DEPT REQ    | GOV REC        | GOV REC     |
| Budget Object Class            | DOLLAR     | FTE         | DOLLAR     | FTE         | DOLLAR     | FTE         | DOLLAR         | FTE         |
| <b>MANUFACTURED HOUSING</b>    |            |             |            |             |            |             |                |             |
| Pay Plan - 0000012             |            |             |            |             |            |             |                |             |
| ADMIN OFFICE SUPPORT ASSISTANT | 0          | 0.00        | 0          | 0.00        | 0          | 0.00        | 650            | 0.00        |
| SR OFFICE SUPPORT ASSISTANT    | 0          | 0.00        | 0          | 0.00        | 0          | 0.00        | 650            | 0.00        |
| MANUFACTURED HSNG INSP II      | 0          | 0.00        | 0          | 0.00        | 0          | 0.00        | 2,600          | 0.00        |
| MANUFACTURED HSNG INSP SUPV    | 0          | 0.00        | 0          | 0.00        | 0          | 0.00        | 650            | 0.00        |
| <b>TOTAL - PS</b>              | <b>0</b>   | <b>0.00</b> | <b>0</b>   | <b>0.00</b> | <b>0</b>   | <b>0.00</b> | <b>4,550</b>   | <b>0.00</b> |
| <b>GRAND TOTAL</b>             | <b>\$0</b> | <b>0.00</b> | <b>\$0</b> | <b>0.00</b> | <b>\$0</b> | <b>0.00</b> | <b>\$4,550</b> | <b>0.00</b> |
| GENERAL REVENUE                | \$0        | 0.00        | \$0        | 0.00        | \$0        | 0.00        | \$0            | 0.00        |
| FEDERAL FUNDS                  | \$0        | 0.00        | \$0        | 0.00        | \$0        | 0.00        | \$0            | 0.00        |
| OTHER FUNDS                    | \$0        | 0.00        | \$0        | 0.00        | \$0        | 0.00        | \$4,550        | 0.00        |

**DEPARTMENT OF ECONOMIC DEVELOPMENT**
**DECISION ITEM DETAIL**

| Budget Unit                     | FY 2017    | FY 2017     | FY 2018    | FY 2018     | FY 2019    | FY 2019     | FY 2019        | FY 2019     |
|---------------------------------|------------|-------------|------------|-------------|------------|-------------|----------------|-------------|
| Decision Item                   | ACTUAL     | ACTUAL      | BUDGET     | BUDGET      | DEPT REQ   | DEPT REQ    | GOV REC        | GOV REC     |
| Budget Object Class             | DOLLAR     | FTE         | DOLLAR     | FTE         | DOLLAR     | FTE         | DOLLAR         | FTE         |
| <b>OFFICE OF PUBLIC COUNSEL</b> |            |             |            |             |            |             |                |             |
| <b>Pay Plan - 0000012</b>       |            |             |            |             |            |             |                |             |
| SR OFFICE SUPPORT ASSISTANT     | 0          | 0.00        | 0          | 0.00        | 0          | 0.00        | 650            | 0.00        |
| PUBLIC UTILITY ACCOUNTANT I     | 0          | 0.00        | 0          | 0.00        | 0          | 0.00        | 650            | 0.00        |
| PUBLIC UTILITY ACCOUNTANT III   | 0          | 0.00        | 0          | 0.00        | 0          | 0.00        | 1,300          | 0.00        |
| PUBLIC UTILITY FINANCIAL ANAL   | 0          | 0.00        | 0          | 0.00        | 0          | 0.00        | 163            | 0.00        |
| MISCELLANEOUS PROFESSIONAL      | 0          | 0.00        | 0          | 0.00        | 0          | 0.00        | 163            | 0.00        |
| <b>TOTAL - PS</b>               | <b>0</b>   | <b>0.00</b> | <b>0</b>   | <b>0.00</b> | <b>0</b>   | <b>0.00</b> | <b>2,926</b>   | <b>0.00</b> |
| <b>GRAND TOTAL</b>              | <b>\$0</b> | <b>0.00</b> | <b>\$0</b> | <b>0.00</b> | <b>\$0</b> | <b>0.00</b> | <b>\$2,926</b> | <b>0.00</b> |
| GENERAL REVENUE                 | \$0        | 0.00        | \$0        | 0.00        | \$0        | 0.00        | \$0            | 0.00        |
| FEDERAL FUNDS                   | \$0        | 0.00        | \$0        | 0.00        | \$0        | 0.00        | \$0            | 0.00        |
| OTHER FUNDS                     | \$0        | 0.00        | \$0        | 0.00        | \$0        | 0.00        | \$2,926        | 0.00        |

**DEPARTMENT OF ECONOMIC DEVELOPMENT**
**DECISION ITEM DETAIL**

| Budget Unit                      | FY 2017 | FY 2017 | FY 2018 | FY 2018 | FY 2019  | FY 2019  | FY 2019 | FY 2019 |
|----------------------------------|---------|---------|---------|---------|----------|----------|---------|---------|
| Decision Item                    | ACTUAL  | ACTUAL  | BUDGET  | BUDGET  | DEPT REQ | DEPT REQ | GOV REC | GOV REC |
| Budget Object Class              | DOLLAR  | FTE     | DOLLAR  | FTE     | DOLLAR   | FTE      | DOLLAR  | FTE     |
| <b>PUBLIC SERVICE COMMISSION</b> |         |         |         |         |          |          |         |         |
| Pay Plan - 0000012               |         |         |         |         |          |          |         |         |
| ADMIN OFFICE SUPPORT ASSISTANT   | 0       | 0.00    | 0       | 0.00    | 0        | 0.00     | 3,900   | 0.00    |
| SR OFC SUPPORT ASST (STENO)      | 0       | 0.00    | 0       | 0.00    | 0        | 0.00     | 1,300   | 0.00    |
| SR OFFICE SUPPORT ASSISTANT      | 0       | 0.00    | 0       | 0.00    | 0        | 0.00     | 1,300   | 0.00    |
| OFFICE SERVICES ASST             | 0       | 0.00    | 0       | 0.00    | 0        | 0.00     | 650     | 0.00    |
| INFORMATION TECHNOLOGY SPEC I    | 0       | 0.00    | 0       | 0.00    | 0        | 0.00     | 1,300   | 0.00    |
| ACCOUNTANT I                     | 0       | 0.00    | 0       | 0.00    | 0        | 0.00     | 650     | 0.00    |
| ACCOUNTANT II                    | 0       | 0.00    | 0       | 0.00    | 0        | 0.00     | 1,300   | 0.00    |
| ACCOUNTANT III                   | 0       | 0.00    | 0       | 0.00    | 0        | 0.00     | 1,300   | 0.00    |
| PERSONNEL ANAL II                | 0       | 0.00    | 0       | 0.00    | 0        | 0.00     | 650     | 0.00    |
| PUBLIC INFORMATION COOR          | 0       | 0.00    | 0       | 0.00    | 0        | 0.00     | 1,300   | 0.00    |
| EXECUTIVE II                     | 0       | 0.00    | 0       | 0.00    | 0        | 0.00     | 650     | 0.00    |
| PERSONNEL CLERK                  | 0       | 0.00    | 0       | 0.00    | 0        | 0.00     | 650     | 0.00    |
| LEGISLATIVE COORDINATOR          | 0       | 0.00    | 0       | 0.00    | 0        | 0.00     | 650     | 0.00    |
| ADMINISTRATIVE ANAL III          | 0       | 0.00    | 0       | 0.00    | 0        | 0.00     | 650     | 0.00    |
| CONSUMER SERVICES SPEC I         | 0       | 0.00    | 0       | 0.00    | 0        | 0.00     | 1,300   | 0.00    |
| CONSUMER SERVICES SPEC II        | 0       | 0.00    | 0       | 0.00    | 0        | 0.00     | 2,600   | 0.00    |
| CONSUMER SERVICES COORDINATOR    | 0       | 0.00    | 0       | 0.00    | 0        | 0.00     | 1,300   | 0.00    |
| UTILITY REGULATORY AUDITOR I     | 0       | 0.00    | 0       | 0.00    | 0        | 0.00     | 3,250   | 0.00    |
| UTILITY REGULATORY AUDITOR II    | 0       | 0.00    | 0       | 0.00    | 0        | 0.00     | 3,900   | 0.00    |
| REGULATORY ECONOMIST II          | 0       | 0.00    | 0       | 0.00    | 0        | 0.00     | 2,600   | 0.00    |
| UTILITY MANAGEMENT ANALYST II    | 0       | 0.00    | 0       | 0.00    | 0        | 0.00     | 650     | 0.00    |
| UTILITY MANAGEMENT ANALYST III   | 0       | 0.00    | 0       | 0.00    | 0        | 0.00     | 2,600   | 0.00    |
| UTILITY POLICY ANALYST I         | 0       | 0.00    | 0       | 0.00    | 0        | 0.00     | 3,250   | 0.00    |
| UTILITY ENGINEERING SPEC II      | 0       | 0.00    | 0       | 0.00    | 0        | 0.00     | 3,900   | 0.00    |
| UTILITY OPERS TECH SPEC II       | 0       | 0.00    | 0       | 0.00    | 0        | 0.00     | 3,250   | 0.00    |
| RATE & TARIFF EXAMINER II        | 0       | 0.00    | 0       | 0.00    | 0        | 0.00     | 1,300   | 0.00    |
| RATE & TARIFF EXAMINER III       | 0       | 0.00    | 0       | 0.00    | 0        | 0.00     | 650     | 0.00    |
| ADMINISTRATIVE ASSISTANT         | 0       | 0.00    | 0       | 0.00    | 0        | 0.00     | 3,250   | 0.00    |

**DEPARTMENT OF ECONOMIC DEVELOPMENT**
**DECISION ITEM DETAIL**

| Budget Unit                      | FY 2017    | FY 2017     | FY 2018    | FY 2018     | FY 2019    | FY 2019     | FY 2019         | FY 2019     |
|----------------------------------|------------|-------------|------------|-------------|------------|-------------|-----------------|-------------|
| Decision Item                    | ACTUAL     | ACTUAL      | BUDGET     | BUDGET      | DEPT REQ   | DEPT REQ    | GOV REC         | GOV REC     |
| Budget Object Class              | DOLLAR     | FTE         | DOLLAR     | FTE         | DOLLAR     | FTE         | DOLLAR          | FTE         |
| <b>PUBLIC SERVICE COMMISSION</b> |            |             |            |             |            |             |                 |             |
| <b>Pay Plan - 0000012</b>        |            |             |            |             |            |             |                 |             |
| PARALEGAL                        | 0          | 0.00        | 0          | 0.00        | 0          | 0.00        | 1,300           | 0.00        |
| <b>TOTAL - PS</b>                | <b>0</b>   | <b>0.00</b> | <b>0</b>   | <b>0.00</b> | <b>0</b>   | <b>0.00</b> | <b>51,350</b>   | <b>0.00</b> |
| <b>GRAND TOTAL</b>               | <b>\$0</b> | <b>0.00</b> | <b>\$0</b> | <b>0.00</b> | <b>\$0</b> | <b>0.00</b> | <b>\$51,350</b> | <b>0.00</b> |
| GENERAL REVENUE                  | \$0        | 0.00        | \$0        | 0.00        | \$0        | 0.00        | \$0             | 0.00        |
| FEDERAL FUNDS                    | \$0        | 0.00        | \$0        | 0.00        | \$0        | 0.00        | \$0             | 0.00        |
| OTHER FUNDS                      | \$0        | 0.00        | \$0        | 0.00        | \$0        | 0.00        | \$51,350        | 0.00        |

**DEPARTMENT OF ECONOMIC DEVELOPMENT**
**DECISION ITEM DETAIL**

| Budget Unit                    | FY 2017<br>ACTUAL<br>DOLLAR | FY 2017<br>ACTUAL<br>FTE | FY 2018<br>BUDGET<br>DOLLAR | FY 2018<br>BUDGET<br>FTE | FY 2019<br>DEPT REQ<br>DOLLAR | FY 2019<br>DEPT REQ<br>FTE | FY 2019<br>GOV REC<br>DOLLAR | FY 2019<br>GOV REC<br>FTE |
|--------------------------------|-----------------------------|--------------------------|-----------------------------|--------------------------|-------------------------------|----------------------------|------------------------------|---------------------------|
| <b>ADMINISTRATIVE SERVICES</b> |                             |                          |                             |                          |                               |                            |                              |                           |
| Pay Plan - 0000012             |                             |                          |                             |                          |                               |                            |                              |                           |
| ACCOUNTANT I                   | 0                           | 0.00                     | 0                           | 0.00                     | 0                             | 0.00                       | 521                          | 0.00                      |
| ACCOUNTANT II                  | 0                           | 0.00                     | 0                           | 0.00                     | 0                             | 0.00                       | 1,405                        | 0.00                      |
| BUDGET ANAL III                | 0                           | 0.00                     | 0                           | 0.00                     | 0                             | 0.00                       | 462                          | 0.00                      |
| ACCOUNTING GENERALIST II       | 0                           | 0.00                     | 0                           | 0.00                     | 0                             | 0.00                       | 650                          | 0.00                      |
| PERSONNEL OFFICER              | 0                           | 0.00                     | 0                           | 0.00                     | 0                             | 0.00                       | 1,976                        | 0.00                      |
| EXECUTIVE I                    | 0                           | 0.00                     | 0                           | 0.00                     | 0                             | 0.00                       | 494                          | 0.00                      |
| EXECUTIVE II                   | 0                           | 0.00                     | 0                           | 0.00                     | 0                             | 0.00                       | 644                          | 0.00                      |
| PERSONNEL CLERK                | 0                           | 0.00                     | 0                           | 0.00                     | 0                             | 0.00                       | 1,951                        | 0.00                      |
| ECONOMIC DEV INCENTIVE SPEC II | 0                           | 0.00                     | 0                           | 0.00                     | 0                             | 0.00                       | 650                          | 0.00                      |
| FISCAL & ADMINISTRATIVE MGR B1 | 0                           | 0.00                     | 0                           | 0.00                     | 0                             | 0.00                       | 547                          | 0.00                      |
| OFFICE WORKER MISCELLANEOUS    | 0                           | 0.00                     | 0                           | 0.00                     | 0                             | 0.00                       | 33                           | 0.00                      |
| MISCELLANEOUS PROFESSIONAL     | 0                           | 0.00                     | 0                           | 0.00                     | 0                             | 0.00                       | 39                           | 0.00                      |
| SPECIAL ASST OFFICE & CLERICAL | 0                           | 0.00                     | 0                           | 0.00                     | 0                             | 0.00                       | 644                          | 0.00                      |
| <b>TOTAL - PS</b>              | <b>0</b>                    | <b>0.00</b>              | <b>0</b>                    | <b>0.00</b>              | <b>0</b>                      | <b>0.00</b>                | <b>10,016</b>                | <b>0.00</b>               |
| <b>GRAND TOTAL</b>             | <b>\$0</b>                  | <b>0.00</b>              | <b>\$0</b>                  | <b>0.00</b>              | <b>\$0</b>                    | <b>0.00</b>                | <b>\$10,016</b>              | <b>0.00</b>               |
| GENERAL REVENUE                | \$0                         | 0.00                     | \$0                         | 0.00                     | \$0                           | 0.00                       | \$1,920                      | 0.00                      |
| FEDERAL FUNDS                  | \$0                         | 0.00                     | \$0                         | 0.00                     | \$0                           | 0.00                       | \$5,565                      | 0.00                      |
| OTHER FUNDS                    | \$0                         | 0.00                     | \$0                         | 0.00                     | \$0                           | 0.00                       | \$2,531                      | 0.00                      |



**CORE DECISION ITEM**

| <b>Department:</b> Economic Development   | <b>Budget Unit</b> <u>42183C</u> |   |          |                  |                    |        |         |           |         |           |    |        |         |   |         |     |   |        |   |        |     |   |   |   |   |              |                |                  |          |                  |   |  |    |     |       |       |    |         |           |   |           |    |        |         |   |         |     |   |        |   |        |     |   |   |   |   |              |                |                  |          |                  |
|---|----------------------------------|---|----------|------------------|--------------------|--------|---------|-----------|---------|-----------|----|--------|---------|---|---------|-----|---|--------|---|--------|-----|---|---|---|---|--------------|----------------|------------------|----------|------------------|---|--|----|-----|-------|-------|----|---------|-----------|---|-----------|----|--------|---------|---|---------|-----|---|--------|---|--------|-----|---|---|---|---|--------------|----------------|------------------|----------|------------------|
| <b>Division:</b> Business and Community Services  |                                  |   |          |                  |                    |        |         |           |         |           |    |        |         |   |         |     |   |        |   |        |     |   |   |   |   |              |                |                  |          |                  |   |  |    |     |       |       |    |         |           |   |           |    |        |         |   |         |     |   |        |   |        |     |   |   |   |   |              |                |                  |          |                  |
| <b>Core:</b> Research Team - Missouri's Economic Research and Information Center (MERIC)  |                                  |   |          |                  |                    |        |         |           |         |           |    |        |         |   |         |     |   |        |   |        |     |   |   |   |   |              |                |                  |          |                  |   |  |    |     |       |       |    |         |           |   |           |    |        |         |   |         |     |   |        |   |        |     |   |   |   |   |              |                |                  |          |                  |
| <b>1. CORE FINANCIAL SUMMARY</b>  |                                  |   |          |                  |                    |        |         |           |         |           |    |        |         |   |         |     |   |        |   |        |     |   |   |   |   |              |                |                  |          |                  |   |  |    |     |       |       |    |         |           |   |           |    |        |         |   |         |     |   |        |   |        |     |   |   |   |   |              |                |                  |          |                  |
| <b>FY 2019 Budget Request</b><br><table border="1"> <thead> <tr> <th></th> <th>GR</th> <th>Federal</th> <th>Other</th> <th>Total</th> </tr> </thead> <tbody> <tr> <td>PS</td> <td>113,455</td> <td>1,530,483</td> <td>0</td> <td>1,643,938</td> </tr> <tr> <td>EE</td> <td>19,160</td> <td>270,748</td> <td>0</td> <td>289,908</td> </tr> <tr> <td>PSD</td> <td>0</td> <td>32,185</td> <td>0</td> <td>32,185</td> </tr> <tr> <td>TRF</td> <td>0</td> <td>0</td> <td>0</td> <td>0</td> </tr> <tr> <td><b>Total</b></td> <td><b>132,615</b></td> <td><b>1,833,416</b></td> <td><b>0</b></td> <td><b>1,966,031</b></td> </tr> </tbody> </table>  |                                  | GR  | Federal  | Other            | Total              | PS     | 113,455 | 1,530,483 | 0       | 1,643,938 | EE | 19,160 | 270,748 | 0 | 289,908 | PSD | 0 | 32,185 | 0 | 32,185 | TRF | 0 | 0 | 0 | 0 | <b>Total</b> | <b>132,615</b> | <b>1,833,416</b> | <b>0</b> | <b>1,966,031</b> | <b>FY 2019 Governor's Recommendation</b><br><table border="1"> <thead> <tr> <th></th> <th>GR</th> <th>Fed</th> <th>Other</th> <th>Total</th> </tr> </thead> <tbody> <tr> <td>PS</td> <td>113,455</td> <td>1,530,483</td> <td>0</td> <td>1,643,938</td> </tr> <tr> <td>EE</td> <td>19,160</td> <td>270,748</td> <td>0</td> <td>289,908</td> </tr> <tr> <td>PSD</td> <td>0</td> <td>32,185</td> <td>0</td> <td>32,185</td> </tr> <tr> <td>TRF</td> <td>0</td> <td>0</td> <td>0</td> <td>0</td> </tr> <tr> <td><b>Total</b></td> <td><b>132,615</b></td> <td><b>1,833,416</b></td> <td><b>0</b></td> <td><b>1,966,031</b></td> </tr> </tbody> </table> |  | GR | Fed | Other | Total | PS | 113,455 | 1,530,483 | 0 | 1,643,938 | EE | 19,160 | 270,748 | 0 | 289,908 | PSD | 0 | 32,185 | 0 | 32,185 | TRF | 0 | 0 | 0 | 0 | <b>Total</b> | <b>132,615</b> | <b>1,833,416</b> | <b>0</b> | <b>1,966,031</b> |
|   | GR                               | Federal   | Other    | Total            |                    |        |         |           |         |           |    |        |         |   |         |     |   |        |   |        |     |   |   |   |   |              |                |                  |          |                  |   |  |    |     |       |       |    |         |           |   |           |    |        |         |   |         |     |   |        |   |        |     |   |   |   |   |              |                |                  |          |                  |
| PS  | 113,455                          | 1,530,483   | 0        | 1,643,938        |                    |        |         |           |         |           |    |        |         |   |         |     |   |        |   |        |     |   |   |   |   |              |                |                  |          |                  |   |  |    |     |       |       |    |         |           |   |           |    |        |         |   |         |     |   |        |   |        |     |   |   |   |   |              |                |                  |          |                  |
| EE  | 19,160                           | 270,748   | 0        | 289,908          |                    |        |         |           |         |           |    |        |         |   |         |     |   |        |   |        |     |   |   |   |   |              |                |                  |          |                  |   |  |    |     |       |       |    |         |           |   |           |    |        |         |   |         |     |   |        |   |        |     |   |   |   |   |              |                |                  |          |                  |
| PSD   | 0                                | 32,185  | 0        | 32,185           |                    |        |         |           |         |           |    |        |         |   |         |     |   |        |   |        |     |   |   |   |   |              |                |                  |          |                  |   |  |    |     |       |       |    |         |           |   |           |    |        |         |   |         |     |   |        |   |        |     |   |   |   |   |              |                |                  |          |                  |
| TRF   | 0                                | 0   | 0        | 0                |                    |        |         |           |         |           |    |        |         |   |         |     |   |        |   |        |     |   |   |   |   |              |                |                  |          |                  |   |  |    |     |       |       |    |         |           |   |           |    |        |         |   |         |     |   |        |   |        |     |   |   |   |   |              |                |                  |          |                  |
| <b>Total</b>  | <b>132,615</b>                   | <b>1,833,416</b>  | <b>0</b> | <b>1,966,031</b> |                    |        |         |           |         |           |    |        |         |   |         |     |   |        |   |        |     |   |   |   |   |              |                |                  |          |                  |   |  |    |     |       |       |    |         |           |   |           |    |        |         |   |         |     |   |        |   |        |     |   |   |   |   |              |                |                  |          |                  |
|   | GR                               | Fed   | Other    | Total            |                    |        |         |           |         |           |    |        |         |   |         |     |   |        |   |        |     |   |   |   |   |              |                |                  |          |                  |   |  |    |     |       |       |    |         |           |   |           |    |        |         |   |         |     |   |        |   |        |     |   |   |   |   |              |                |                  |          |                  |
| PS  | 113,455                          | 1,530,483   | 0        | 1,643,938        |                    |        |         |           |         |           |    |        |         |   |         |     |   |        |   |        |     |   |   |   |   |              |                |                  |          |                  |   |  |    |     |       |       |    |         |           |   |           |    |        |         |   |         |     |   |        |   |        |     |   |   |   |   |              |                |                  |          |                  |
| EE  | 19,160                           | 270,748   | 0        | 289,908          |                    |        |         |           |         |           |    |        |         |   |         |     |   |        |   |        |     |   |   |   |   |              |                |                  |          |                  |   |  |    |     |       |       |    |         |           |   |           |    |        |         |   |         |     |   |        |   |        |     |   |   |   |   |              |                |                  |          |                  |
| PSD   | 0                                | 32,185  | 0        | 32,185           |                    |        |         |           |         |           |    |        |         |   |         |     |   |        |   |        |     |   |   |   |   |              |                |                  |          |                  |   |  |    |     |       |       |    |         |           |   |           |    |        |         |   |         |     |   |        |   |        |     |   |   |   |   |              |                |                  |          |                  |
| TRF   | 0                                | 0   | 0        | 0                |                    |        |         |           |         |           |    |        |         |   |         |     |   |        |   |        |     |   |   |   |   |              |                |                  |          |                  |   |  |    |     |       |       |    |         |           |   |           |    |        |         |   |         |     |   |        |   |        |     |   |   |   |   |              |                |                  |          |                  |
| <b>Total</b>  | <b>132,615</b>                   | <b>1,833,416</b>  | <b>0</b> | <b>1,966,031</b> |                    |        |         |           |         |           |    |        |         |   |         |     |   |        |   |        |     |   |   |   |   |              |                |                  |          |                  |   |  |    |     |       |       |    |         |           |   |           |    |        |         |   |         |     |   |        |   |        |     |   |   |   |   |              |                |                  |          |                  |
| FTE   | 2.08                             | 26.31   | 0.00     | 28.39            | FTE                | 2.08   | 26.31   | 0.00      | 28.39   |           |    |        |         |   |         |     |   |        |   |        |     |   |   |   |   |              |                |                  |          |                  |   |  |    |     |       |       |    |         |           |   |           |    |        |         |   |         |     |   |        |   |        |     |   |   |   |   |              |                |                  |          |                  |
| <i>Est. Fringe</i>  | 55,137                           | 725,757   | 0        | 780,894          | <i>Est. Fringe</i> | 55,137 | 725,757 | 0         | 780,894 |           |    |        |         |   |         |     |   |        |   |        |     |   |   |   |   |              |                |                  |          |                  |   |  |    |     |       |       |    |         |           |   |           |    |        |         |   |         |     |   |        |   |        |     |   |   |   |   |              |                |                  |          |                  |
| Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.   |                                  | Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation. |          |                  |                    |        |         |           |         |           |    |        |         |   |         |     |   |        |   |        |     |   |   |   |   |              |                |                  |          |                  |   |  |    |     |       |       |    |         |           |   |           |    |        |         |   |         |     |   |        |   |        |     |   |   |   |   |              |                |                  |          |                  |
| Other Funds:  |                                  | Other Funds:  |          |                  |                    |        |         |           |         |           |    |        |         |   |         |     |   |        |   |        |     |   |   |   |   |              |                |                  |          |                  |   |  |    |     |       |       |    |         |           |   |           |    |        |         |   |         |     |   |        |   |        |     |   |   |   |   |              |                |                  |          |                  |
| <b>2. CORE DESCRIPTION</b>  |                                  |   |          |                  |                    |        |         |           |         |           |    |        |         |   |         |     |   |        |   |        |     |   |   |   |   |              |                |                  |          |                  |   |  |    |     |       |       |    |         |           |   |           |    |        |         |   |         |     |   |        |   |        |     |   |   |   |   |              |                |                  |          |                  |
| <p>The Research Team, better known as the Missouri Economic Research and Information Center (MERIC), performs data gathering, applied research, innovative analysis, and reporting to policymakers and the public. This research and analysis includes labor market trends, employment and unemployment, new business startups, wage analysis, and studies of the state's targeted industries and economic development initiatives. MERIC also works in cooperation with the U.S. Department of Labor to conduct research and produce information on economic conditions, reports and labor market information.</p> <p>The Division of Business and Community Services (BCS) serves as a partner in the economic development professional community to facilitate the expansion of existing business in the State; to facilitate the location of new business to the State; and to facilitate the startup of new business in the State. The Division also serves as a partner with local governments, non-profits, community organizations, and private citizens to help develop and grow Missouri's communities. The services provided by BCS include professional technical assistance and project management; training; research; financial assistance; and compliance. A few of the</p> |                                  |   |          |                  |                    |        |         |           |         |           |    |        |         |   |         |     |   |        |   |        |     |   |   |   |   |              |                |                  |          |                  |   |  |    |     |       |       |    |         |           |   |           |    |        |         |   |         |     |   |        |   |        |     |   |   |   |   |              |                |                  |          |                  |
| <b>3. PROGRAM LISTING (list programs included in this core funding)</b>   |                                  |   |          |                  |                    |        |         |           |         |           |    |        |         |   |         |     |   |        |   |        |     |   |   |   |   |              |                |                  |          |                  |   |  |    |     |       |       |    |         |           |   |           |    |        |         |   |         |     |   |        |   |        |     |   |   |   |   |              |                |                  |          |                  |
| Research Team (MERIC)   |                                  |   |          |                  |                    |        |         |           |         |           |    |        |         |   |         |     |   |        |   |        |     |   |   |   |   |              |                |                  |          |                  |   |  |    |     |       |       |    |         |           |   |           |    |        |         |   |         |     |   |        |   |        |     |   |   |   |   |              |                |                  |          |                  |

## CORE DECISION ITEM

| <b>Department:</b> Economic Development  | <b>Budget Unit</b> <u>42183C</u> |                   |                   |                        |                   |                        |                           |           |           |           |           |                           |         |         |         |         |                               |   |   |   |   |                              |                  |                  |                  |                  |                                 |                  |                  |                  |     |                        |                |                |                |     |                      |  |  |  |  |                 |        |        |        |     |         |         |         |         |     |       |   |   |   |     |
|--|----------------------------------|-------------------|-------------------|------------------------|-------------------|------------------------|---------------------------|-----------|-----------|-----------|-----------|---------------------------|---------|---------|---------|---------|-------------------------------|---|---|---|---|------------------------------|------------------|------------------|------------------|------------------|---------------------------------|------------------|------------------|------------------|-----|------------------------|----------------|----------------|----------------|-----|----------------------|--|--|--|--|-----------------|--------|--------|--------|-----|---------|---------|---------|---------|-----|-------|---|---|---|-----|
| <b>Division:</b> Business and Community Services   |                                  |                   |                   |                        |                   |                        |                           |           |           |           |           |                           |         |         |         |         |                               |   |   |   |   |                              |                  |                  |                  |                  |                                 |                  |                  |                  |     |                        |                |                |                |     |                      |  |  |  |  |                 |        |        |        |     |         |         |         |         |     |       |   |   |   |     |
| <b>Core:</b> Research Team - Missouri's Economic Research and Information Center (MERIC)   |                                  |                   |                   |                        |                   |                        |                           |           |           |           |           |                           |         |         |         |         |                               |   |   |   |   |                              |                  |                  |                  |                  |                                 |                  |                  |                  |     |                        |                |                |                |     |                      |  |  |  |  |                 |        |        |        |     |         |         |         |         |     |       |   |   |   |     |
| <b>4. FINANCIAL HISTORY</b>  |                                  |                   |                   |                        |                   |                        |                           |           |           |           |           |                           |         |         |         |         |                               |   |   |   |   |                              |                  |                  |                  |                  |                                 |                  |                  |                  |     |                        |                |                |                |     |                      |  |  |  |  |                 |        |        |        |     |         |         |         |         |     |       |   |   |   |     |
| <table style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="width: 25%;"></th> <th style="text-align: center; width: 15%;">FY 2015<br/>Actual</th> <th style="text-align: center; width: 15%;">FY 2016<br/>Actual</th> <th style="text-align: center; width: 15%;">FY 2017<br/>Actual</th> <th style="text-align: center; width: 15%;">FY 2018<br/>Current Yr.</th> </tr> </thead> <tbody> <tr> <td>Appropriation (All Funds)</td><td style="text-align: right;">1,925,154</td><td style="text-align: right;">1,933,797</td><td style="text-align: right;">1,966,031</td><td style="text-align: right;">1,966,031</td></tr> <tr> <td>Less Reverted (All Funds)</td><td style="text-align: right;">(3,894)</td><td style="text-align: right;">(3,912)</td><td style="text-align: right;">(3,979)</td><td style="text-align: right;">(3,979)</td></tr> <tr> <td>Less Restricted ( All Funds)*</td><td style="text-align: right;">0</td><td style="text-align: right;">0</td><td style="text-align: right;">0</td><td style="text-align: right;">0</td></tr> <tr> <td>Budget Authority (All Funds)</td><td style="text-align: right;"><u>1,921,260</u></td><td style="text-align: right;"><u>1,929,885</u></td><td style="text-align: right;"><u>1,962,052</u></td><td style="text-align: right;"><u>1,962,052</u></td></tr> <tr> <td>Actual Expenditures (All Funds)</td><td style="text-align: right;"><u>1,161,351</u></td><td style="text-align: right;"><u>1,142,606</u></td><td style="text-align: right;"><u>1,141,191</u></td><td style="text-align: right;">N/A</td></tr> <tr> <td>Unexpended (All Funds)</td><td style="text-align: right;"><u>759,909</u></td><td style="text-align: right;"><u>787,279</u></td><td style="text-align: right;"><u>820,861</u></td><td style="text-align: right;">N/A</td></tr> <tr> <td>Unexpended, by Fund:</td><td></td><td></td><td></td><td></td></tr> <tr> <td>    General Revenue</td><td style="text-align: right;">18,153</td><td style="text-align: right;">10,373</td><td style="text-align: right;">19,701</td><td style="text-align: right;">N/A</td></tr> <tr> <td>    Federal</td><td style="text-align: right;">741,756</td><td style="text-align: right;">776,906</td><td style="text-align: right;">801,160</td><td style="text-align: right;">N/A</td></tr> <tr> <td>    Other</td><td style="text-align: right;">0</td><td style="text-align: right;">0</td><td style="text-align: right;">0</td><td style="text-align: right;">N/A</td></tr> </tbody> </table> |                                  |                   | FY 2015<br>Actual | FY 2016<br>Actual      | FY 2017<br>Actual | FY 2018<br>Current Yr. | Appropriation (All Funds) | 1,925,154 | 1,933,797 | 1,966,031 | 1,966,031 | Less Reverted (All Funds) | (3,894) | (3,912) | (3,979) | (3,979) | Less Restricted ( All Funds)* | 0 | 0 | 0 | 0 | Budget Authority (All Funds) | <u>1,921,260</u> | <u>1,929,885</u> | <u>1,962,052</u> | <u>1,962,052</u> | Actual Expenditures (All Funds) | <u>1,161,351</u> | <u>1,142,606</u> | <u>1,141,191</u> | N/A | Unexpended (All Funds) | <u>759,909</u> | <u>787,279</u> | <u>820,861</u> | N/A | Unexpended, by Fund: |  |  |  |  | General Revenue | 18,153 | 10,373 | 19,701 | N/A | Federal | 741,756 | 776,906 | 801,160 | N/A | Other | 0 | 0 | 0 | N/A |
|  | FY 2015<br>Actual                | FY 2016<br>Actual | FY 2017<br>Actual | FY 2018<br>Current Yr. |                   |                        |                           |           |           |           |           |                           |         |         |         |         |                               |   |   |   |   |                              |                  |                  |                  |                  |                                 |                  |                  |                  |     |                        |                |                |                |     |                      |  |  |  |  |                 |        |        |        |     |         |         |         |         |     |       |   |   |   |     |
| Appropriation (All Funds)  | 1,925,154                        | 1,933,797         | 1,966,031         | 1,966,031              |                   |                        |                           |           |           |           |           |                           |         |         |         |         |                               |   |   |   |   |                              |                  |                  |                  |                  |                                 |                  |                  |                  |     |                        |                |                |                |     |                      |  |  |  |  |                 |        |        |        |     |         |         |         |         |     |       |   |   |   |     |
| Less Reverted (All Funds)  | (3,894)                          | (3,912)           | (3,979)           | (3,979)                |                   |                        |                           |           |           |           |           |                           |         |         |         |         |                               |   |   |   |   |                              |                  |                  |                  |                  |                                 |                  |                  |                  |     |                        |                |                |                |     |                      |  |  |  |  |                 |        |        |        |     |         |         |         |         |     |       |   |   |   |     |
| Less Restricted ( All Funds)*  | 0                                | 0                 | 0                 | 0                      |                   |                        |                           |           |           |           |           |                           |         |         |         |         |                               |   |   |   |   |                              |                  |                  |                  |                  |                                 |                  |                  |                  |     |                        |                |                |                |     |                      |  |  |  |  |                 |        |        |        |     |         |         |         |         |     |       |   |   |   |     |
| Budget Authority (All Funds)   | <u>1,921,260</u>                 | <u>1,929,885</u>  | <u>1,962,052</u>  | <u>1,962,052</u>       |                   |                        |                           |           |           |           |           |                           |         |         |         |         |                               |   |   |   |   |                              |                  |                  |                  |                  |                                 |                  |                  |                  |     |                        |                |                |                |     |                      |  |  |  |  |                 |        |        |        |     |         |         |         |         |     |       |   |   |   |     |
| Actual Expenditures (All Funds)  | <u>1,161,351</u>                 | <u>1,142,606</u>  | <u>1,141,191</u>  | N/A                    |                   |                        |                           |           |           |           |           |                           |         |         |         |         |                               |   |   |   |   |                              |                  |                  |                  |                  |                                 |                  |                  |                  |     |                        |                |                |                |     |                      |  |  |  |  |                 |        |        |        |     |         |         |         |         |     |       |   |   |   |     |
| Unexpended (All Funds)   | <u>759,909</u>                   | <u>787,279</u>    | <u>820,861</u>    | N/A                    |                   |                        |                           |           |           |           |           |                           |         |         |         |         |                               |   |   |   |   |                              |                  |                  |                  |                  |                                 |                  |                  |                  |     |                        |                |                |                |     |                      |  |  |  |  |                 |        |        |        |     |         |         |         |         |     |       |   |   |   |     |
| Unexpended, by Fund:   |                                  |                   |                   |                        |                   |                        |                           |           |           |           |           |                           |         |         |         |         |                               |   |   |   |   |                              |                  |                  |                  |                  |                                 |                  |                  |                  |     |                        |                |                |                |     |                      |  |  |  |  |                 |        |        |        |     |         |         |         |         |     |       |   |   |   |     |
| General Revenue  | 18,153                           | 10,373            | 19,701            | N/A                    |                   |                        |                           |           |           |           |           |                           |         |         |         |         |                               |   |   |   |   |                              |                  |                  |                  |                  |                                 |                  |                  |                  |     |                        |                |                |                |     |                      |  |  |  |  |                 |        |        |        |     |         |         |         |         |     |       |   |   |   |     |
| Federal  | 741,756                          | 776,906           | 801,160           | N/A                    |                   |                        |                           |           |           |           |           |                           |         |         |         |         |                               |   |   |   |   |                              |                  |                  |                  |                  |                                 |                  |                  |                  |     |                        |                |                |                |     |                      |  |  |  |  |                 |        |        |        |     |         |         |         |         |     |       |   |   |   |     |
| Other  | 0                                | 0                 | 0                 | N/A                    |                   |                        |                           |           |           |           |           |                           |         |         |         |         |                               |   |   |   |   |                              |                  |                  |                  |                  |                                 |                  |                  |                  |     |                        |                |                |                |     |                      |  |  |  |  |                 |        |        |        |     |         |         |         |         |     |       |   |   |   |     |
| <p style="text-align: center;"><b>Actual Expenditures (All Funds)</b></p> <table style="margin-top: 10px; border-collapse: collapse;"> <tr> <td style="text-align: right;">1,161,351</td> <td style="text-align: right;">1,142,606</td> <td style="text-align: right;">1,141,191</td> </tr> <tr> <td>FY 2015</td> <td>FY 2016</td> <td>FY 2017</td> </tr> </table>   |                                  | 1,161,351         | 1,142,606         | 1,141,191              | FY 2015           | FY 2016                | FY 2017                   |           |           |           |           |                           |         |         |         |         |                               |   |   |   |   |                              |                  |                  |                  |                  |                                 |                  |                  |                  |     |                        |                |                |                |     |                      |  |  |  |  |                 |        |        |        |     |         |         |         |         |     |       |   |   |   |     |
| 1,161,351  | 1,142,606                        | 1,141,191         |                   |                        |                   |                        |                           |           |           |           |           |                           |         |         |         |         |                               |   |   |   |   |                              |                  |                  |                  |                  |                                 |                  |                  |                  |     |                        |                |                |                |     |                      |  |  |  |  |                 |        |        |        |     |         |         |         |         |     |       |   |   |   |     |
| FY 2015  | FY 2016                          | FY 2017           |                   |                        |                   |                        |                           |           |           |           |           |                           |         |         |         |         |                               |   |   |   |   |                              |                  |                  |                  |                  |                                 |                  |                  |                  |     |                        |                |                |                |     |                      |  |  |  |  |                 |        |        |        |     |         |         |         |         |     |       |   |   |   |     |

\*Restricted amount is as of: \_\_\_\_\_

Reverted includes Governor's standard 3 percent reserve (when applicable).

Restricted includes any extraordinary expenditure restrictions (when applicable).

### **NOTES:**

## CORE RECONCILIATION DETAIL

**DEPARTMENT OF ECONOMIC DEVELOPMENT  
MO ECO RESEARCH INFO CENTER**

### **5. CORE RECONCILIATION DETAIL**

|                                    | Budget Class | FTE          | GR             | Federal          | Other    | Total            | Explanation                               |
|------------------------------------|--------------|--------------|----------------|------------------|----------|------------------|---|
| <b>TAFF AFTER VETOES</b>           |              |              |                |                  |          |                  |   |
|                                    | PS           | 28.39        | 113,455        | 1,530,483        | 0        | 1,643,938        |   |
|                                    | EE           | 0.00         | 19,160         | 270,748          | 0        | 289,908          |   |
|                                    | PD           | 0.00         | 0              | 32,185           | 0        | 32,185           |   |
|                                    | <b>Total</b> | <b>28.39</b> | <b>132,615</b> | <b>1,833,416</b> | <b>0</b> | <b>1,966,031</b> |   |
| <b>DEPARTMENT CORE ADJUSTMENTS</b> |              |              |                |                  |          |                  |   |
| Core Reallocation                  | 1691 3699    | PS           | 0.00           | 0                | 0        | 0                | (0) More closely align to budget actuals. |
| <b>NET DEPARTMENT CHANGES</b>      |              |              | <b>0.00</b>    | <b>0</b>         | <b>0</b> | <b>0</b>         | <b>(0)</b>                                |
| <b>DEPARTMENT CORE REQUEST</b>     |              |              |                |                  |          |                  |   |
|                                    | PS           | 28.39        | 113,455        | 1,530,483        | 0        | 1,643,938        |   |
|                                    | EE           | 0.00         | 19,160         | 270,748          | 0        | 289,908          |   |
|                                    | PD           | 0.00         | 0              | 32,185           | 0        | 32,185           |   |
|                                    | <b>Total</b> | <b>28.39</b> | <b>132,615</b> | <b>1,833,416</b> | <b>0</b> | <b>1,966,031</b> |   |
| <b>GOVERNOR'S RECOMMENDED CORE</b> |              |              |                |                  |          |                  |   |
|                                    | PS           | 28.39        | 113,455        | 1,530,483        | 0        | 1,643,938        |   |
|                                    | EE           | 0.00         | 19,160         | 270,748          | 0        | 289,908          |   |
|                                    | PD           | 0.00         | 0              | 32,185           | 0        | 32,185           |   |
|                                    | <b>Total</b> | <b>28.39</b> | <b>132,615</b> | <b>1,833,416</b> | <b>0</b> | <b>1,966,031</b> |   |

**DEPARTMENT OF ECONOMIC DEVELOPMENT**
**DECISION ITEM SUMMARY**

| Budget Unit<br>Decision Item<br>Budget Object Summary<br>Fund | FY 2017<br>ACTUAL<br>DOLLAR | FY 2017<br>ACTUAL<br>FTE | FY 2018<br>BUDGET<br>DOLLAR | FY 2018<br>BUDGET<br>FTE | FY 2019<br>DEPT REQ<br>DOLLAR | FY 2019<br>DEPT REQ<br>FTE | FY 2019<br>GOV REC<br>DOLLAR | FY 2019<br>GOV REC<br>FTE |
|---|-----------------------------|--------------------------|-----------------------------|--------------------------|-------------------------------|----------------------------|------------------------------|---------------------------|
| <b>MO ECO RESEARCH INFO CENTER</b>                            |                             |                          |                             |                          |                               |                            |                              |                           |
| <b>CORE</b>   |                             |                          |                             |                          |                               |                            |                              |                           |
| PERSONAL SERVICES   |                             |                          |                             |                          |                               |                            |                              |                           |
| GENERAL REVENUE   | 90,350                      | 1.66                     | 113,455                     | 2.08                     | 113,455                       | 2.08                       | 113,455                      | 2.08                      |
| DIV JOB DEVELOPMENT & TRAINING                                | 970,969                     | 21.31                    | 1,530,483                   | 26.31                    | 1,530,483                     | 26.31                      | 1,530,483                    | 26.31                     |
| TOTAL - PS  | 1,061,319                   | 22.97                    | 1,643,938                   | 28.39                    | 1,643,938                     | 28.39                      | 1,643,938                    | 28.39                     |
| EXPENSE & EQUIPMENT   |                             |                          |                             |                          |                               |                            |                              |                           |
| GENERAL REVENUE   | 18,585                      | 0.00                     | 19,160                      | 0.00                     | 19,160                        | 0.00                       | 19,160                       | 0.00                      |
| DIV JOB DEVELOPMENT & TRAINING                                | 61,287                      | 0.00                     | 270,748                     | 0.00                     | 270,748                       | 0.00                       | 270,748                      | 0.00                      |
| TOTAL - EE  | 79,872                      | 0.00                     | 289,908                     | 0.00                     | 289,908                       | 0.00                       | 289,908                      | 0.00                      |
| PROGRAM-SPECIFIC  |                             |                          |                             |                          |                               |                            |                              |                           |
| DIV JOB DEVELOPMENT & TRAINING                                | 0                           | 0.00                     | 32,185                      | 0.00                     | 32,185                        | 0.00                       | 32,185                       | 0.00                      |
| TOTAL - PD  | 0                           | 0.00                     | 32,185                      | 0.00                     | 32,185                        | 0.00                       | 32,185                       | 0.00                      |
| <b>TOTAL</b>  | <b>1,141,191</b>            | <b>22.97</b>             | <b>1,966,031</b>            | <b>28.39</b>             | <b>1,966,031</b>              | <b>28.39</b>               | <b>1,966,031</b>             | <b>28.39</b>              |
| <b>Pay Plan - 0000012</b>                                     |                             |                          |                             |                          |                               |                            |                              |                           |
| PERSONAL SERVICES   |                             |                          |                             |                          |                               |                            |                              |                           |
| GENERAL REVENUE   | 0                           | 0.00                     | 0                           | 0.00                     | 0                             | 0.00                       | 891                          | 0.00                      |
| DIV JOB DEVELOPMENT & TRAINING                                | 0                           | 0.00                     | 0                           | 0.00                     | 0                             | 0.00                       | 14,067                       | 0.00                      |
| TOTAL - PS  | 0                           | 0.00                     | 0                           | 0.00                     | 0                             | 0.00                       | 14,958                       | 0.00                      |
| <b>TOTAL</b>  | <b>0</b>                    | <b>0.00</b>              | <b>0</b>                    | <b>0.00</b>              | <b>0</b>                      | <b>0.00</b>                | <b>14,958</b>                | <b>0.00</b>               |
| <b>GRAND TOTAL</b>  | <b>\$1,141,191</b>          | <b>22.97</b>             | <b>\$1,966,031</b>          | <b>28.39</b>             | <b>\$1,966,031</b>            | <b>28.39</b>               | <b>\$1,980,989</b>           | <b>28.39</b>              |

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## FLEXIBILITY REQUEST FORM

| <b>BUDGET UNIT NUMBER:</b> 42183C   | <b>DEPARTMENT:</b> Economic Development  |   |
|---|--|---|
| <b>BUDGET UNIT NAME:</b> Missouri Economic Research and Information Center (MERIC)<br>See complete list of budget units below.  | <b>DIVISION:</b> Business and Community Services   |   |
| <b>1. Provide the amount by fund of personal service flexibility and the amount by fund of expense and equipment flexibility you are requesting in dollar and percentage terms and explain why the flexibility is needed. If flexibility is being requested among divisions, provide the amount by fund of flexibility you are requesting in dollar and percentage terms and explain why the flexibility is needed.</b>   |  |   |
| <b>DEPARTMENT REQUEST</b>   |  |   |
| <p>The department is requesting 10% flexibility between the Personal Service and Expense and Equipment appropriations the Missouri Economic Research and Information Center (MERIC). This flexibility is needed to ensure our ability to immediately address any identified operational modifications in order to provide the highest quality services to Missourians. Areas of need include special or emergency projects and staff assistance for businesses, training for employees, purchase of supplies and other equipment to make the division more efficient.</p> <ul style="list-style-type: none"> <li>- General Revenue: MERIC PS (3699-0101) - \$113,455 * 10% = \$11,346 and MERIC EE (3700-0101) - \$19,160 * 10% = \$1,916</li> <li>- General Revenue: MERIC PS (3701-0155) - \$1,530,483 * 10% = \$153,048 and MERIC EE (3702-0155) - \$302,933 * 10% = \$30,293</li> </ul> |  |   |
| <b>2. Estimate how much flexibility will be used for the budget year. How much flexibility was used in the Prior Year Budget and the Current Year Budget? Please specify the amount.</b>  |  |   |
| PRIOR YEAR<br>ACTUAL AMOUNT OF FLEXIBILITY USED   | CURRENT YEAR<br>ESTIMATED AMOUNT OF<br>FLEXIBILITY THAT WILL BE USED   | BUDGET REQUEST<br>ESTIMATED AMOUNT OF<br>FLEXIBILITY THAT WILL BE USED  |
| \$0   | Expenditures in PS and E&E will differ annually based on needs to cover operational expenses, address emergency and changing situations, etc.  | Expenditures in PS and E&E will differ annually based on needs to cover operational expenses, address emergency and changing situations, etc. |
| <b>3. Please explain how flexibility was used in the prior and/or current years.</b>  |  |   |
| PRIOR YEAR<br>EXPLAIN ACTUAL USE  | CURRENT YEAR<br>EXPLAIN PLANNED USE  |   |
| In FY 2016, MERIC flexed \$0.   | In FY 2017, the MERIC, Marketing, Sales, Finance and Compliance teams were appropriated 10% flexibility between PS and E&E appropriations. This flexibility will allow the department to respond to changing situations to continue to provide the best possible quality service to our customers. |   |

## FLEXIBILITY REQUEST FORM

|   |  |
|---|--|
| <b>BUDGET UNIT NUMBER:</b> 42183C, 41945C, 41955C, and 41965C | <b>DEPARTMENT:</b> Economic Development          |
| <b>BUDGET UNIT NAME:</b> MERIC, Marketing, Sales, and Finance | <b>DIVISION:</b> Business and Community Services |

**1. Provide the amount by fund of personal service flexibility and the amount by fund of expense and equipment flexibility you are requesting in dollar and percentage terms and explain why the flexibility is needed. If flexibility is being requested among divisions, provide the amount by fund of flexibility you are requesting in dollar and percentage terms and explain why the flexibility is needed.**

### DEPARTMENT REQUEST

The Department is requesting 10% flexibility for General Revenue between the teams in the Business and Community Services Division (Section 7.015 of HB 7). These teams are MERIC, Marketing, Sales, and Finance.

- General Revenue (0101): PS \$744,982 \* 10% = \$74,498 (17.6 FTE \* 10% = 1.76)
- Job Development & Training Fund (0155): PS \$1,581,862 \* 10% = \$158,186 (26.57 FTE \* 10% = 2.66); EE \$302,933 \* 10% = \$30,293
- Economic Development Advancement Fund (0783): PS \$1,667,011 \* 10% = \$166,701 (32.64 FTE \* 10% = 3.26); EE \$1,582,989 \* 10% = \$158,299
- Economic Development Administrative Fund (0547): PS \$52,535 \* 10% = \$5,254 (1.40 FTE \* 10% = 0.14)

**2. Estimate how much flexibility will be used for the budget year. How much flexibility was used in the Prior Year Budget and the Current Year Budget? Please specify the amount.**

| PRIOR YEAR<br>ACTUAL AMOUNT OF FLEXIBILITY USED | CURRENT YEAR<br>ESTIMATED AMOUNT OF<br>FLEXIBILITY THAT WILL BE USED  | BUDGET REQUEST<br>ESTIMATED AMOUNT OF<br>FLEXIBILITY THAT WILL BE USED  |
|---|---|---|
| \$0   | Expenditures in PS and E&E will differ annually based on needs to cover operational expenses, address emergency and changing situations, etc. | Expenditures in PS and E&E will differ annually based on needs to cover operational expenses, address emergency and changing situations, etc. |

**3. Please explain how flexibility was used in the prior and/or current years.**

| PRIOR YEAR<br>EXPLAIN ACTUAL USE                        | CURRENT YEAR<br>EXPLAIN PLANNED USE   |
|---|---|
| In FY 2017, there was \$0 flexed between the BCS Teams. | In FY 2018, the MERIC, Marketing, Sales, Finance and Compliance Teams were appropriated 10% flexibility between them for GR and 100% between Federal (Section 7.015). This flexibility will allow the department to respond to changing situations to continue to provide the best possible quality service to our customers. |

## DEPARTMENT OF ECONOMIC DEVELOPMENT

## DECISION ITEM DETAIL

| Budget Unit                        | FY 2017          | FY 2017      | FY 2018          | FY 2018      | FY 2019          | FY 2019      | FY 2019          | FY 2019      |
|------------------------------------|------------------|--------------|------------------|--------------|------------------|--------------|------------------|--------------|
| Decision Item                      | ACTUAL           | ACTUAL       | BUDGET           | BUDGET       | DEPT REQ         | DEPT REQ     | GOV REC          | GOV REC      |
| Budget Object Class                | DOLLAR           | FTE          | DOLLAR           | FTE          | DOLLAR           | FTE          | DOLLAR           | FTE          |
| <b>MO ECO RESEARCH INFO CENTER</b> |                  |              |                  |              |                  |              |                  |              |
| <b>CORE</b>                        |                  |              |                  |              |                  |              |                  |              |
| ADMIN OFFICE SUPPORT ASSISTANT     | 0                | 0.00         | 95,216           | 0.00         | 0                | 0.00         | 0                | 0.00         |
| SR OFFICE SUPPORT ASSISTANT        | 10,444           | 0.38         | 86,816           | 3.00         | 86,816           | 2.00         | 86,816           | 2.00         |
| RESEARCH ANAL I                    | 158,855          | 4.83         | 178,337          | 5.41         | 203,337          | 5.41         | 203,337          | 5.41         |
| RESEARCH ANAL II                   | 82,347           | 2.08         | 294,770          | 3.13         | 294,770          | 3.13         | 294,770          | 3.13         |
| RESEARCH ANAL III                  | 229,600          | 5.00         | 249,242          | 6.14         | 276,564          | 6.18         | 276,564          | 6.18         |
| RESEARCH ANAL IV                   | 0                | 0.00         | 49,465           | 1.29         | 49,465           | 1.29         | 49,465           | 1.29         |
| LABOR ECONOMIST                    | 57,601           | 1.00         | 57,639           | 1.00         | 57,639           | 1.00         | 57,639           | 1.00         |
| EXECUTIVE II                       | 47,829           | 1.00         | 46,331           | 1.00         | 56,331           | 1.00         | 56,331           | 1.00         |
| PLANNER II                         | 37,507           | 0.81         | 30,907           | 0.70         | 40,907           | 0.70         | 40,907           | 0.70         |
| PLANNER III                        | 139,421          | 3.00         | 126,308          | 2.00         | 156,308          | 3.00         | 156,308          | 3.00         |
| MARKETING SPECIALIST III           | 0                | 0.00         | 5,151            | 0.00         | 5,151            | 0.00         | 5,151            | 0.00         |
| ECONOMIC DEV INCENTIVE SPEC I      | 401              | 0.01         | 0                | 0.00         | 0                | 0.00         | 0                | 0.00         |
| RESEARCH MANAGER B1                | 114,962          | 2.00         | 115,289          | 2.04         | 132,967          | 2.00         | 132,967          | 2.00         |
| RESEARCH MANAGER B2                | 153,530          | 2.08         | 72,222           | 1.03         | 178,602          | 2.01         | 178,602          | 2.01         |
| COMMUNITY & ECONOMIC DEV MGRB1     | 12,104           | 0.24         | 74,174           | 0.37         | 74,174           | 0.37         | 74,174           | 0.37         |
| DESIGNATED PRINCIPAL ASST DEPT     | 0                | 0.00         | 56,661           | 0.00         | 0                | 0.00         | 0                | 0.00         |
| DESIGNATED PRINCIPAL ASST DIV      | 0                | 0.00         | 74,503           | 0.98         | 0                | 0.00         | 0                | 0.00         |
| MISCELLANEOUS PROFESSIONAL         | 16,718           | 0.54         | 30,907           | 0.30         | 30,907           | 0.30         | 30,907           | 0.30         |
| <b>TOTAL - PS</b>                  | <b>1,061,319</b> | <b>22.97</b> | <b>1,643,938</b> | <b>28.39</b> | <b>1,643,938</b> | <b>28.39</b> | <b>1,643,938</b> | <b>28.39</b> |
| TRAVEL, IN-STATE                   | 5,765            | 0.00         | 12,523           | 0.00         | 12,523           | 0.00         | 12,523           | 0.00         |
| TRAVEL, OUT-OF-STATE               | 18,342           | 0.00         | 45,857           | 0.00         | 45,857           | 0.00         | 45,857           | 0.00         |
| SUPPLIES                           | 14,327           | 0.00         | 32,285           | 0.00         | 32,285           | 0.00         | 32,285           | 0.00         |
| PROFESSIONAL DEVELOPMENT           | 9,288            | 0.00         | 24,012           | 0.00         | 24,012           | 0.00         | 24,012           | 0.00         |
| COMMUNICATION SERV & SUPP          | 13,216           | 0.00         | 19,427           | 0.00         | 19,427           | 0.00         | 19,427           | 0.00         |
| PROFESSIONAL SERVICES              | 16,113           | 0.00         | 133,270          | 0.00         | 133,270          | 0.00         | 133,270          | 0.00         |
| HOUSEKEEPING & JANITORIAL SERV     | 0                | 0.00         | 72               | 0.00         | 72               | 0.00         | 72               | 0.00         |
| M&R SERVICES                       | 2,100            | 0.00         | 7,482            | 0.00         | 7,482            | 0.00         | 7,482            | 0.00         |
| OFFICE EQUIPMENT                   | 0                | 0.00         | 9,860            | 0.00         | 9,860            | 0.00         | 9,860            | 0.00         |
| OTHER EQUIPMENT                    | 0                | 0.00         | 2,951            | 0.00         | 2,951            | 0.00         | 2,951            | 0.00         |
| PROPERTY & IMPROVEMENTS            | 0                | 0.00         | 1,000            | 0.00         | 1,000            | 0.00         | 1,000            | 0.00         |
| BUILDING LEASE PAYMENTS            | 0                | 0.00         | 860              | 0.00         | 860              | 0.00         | 860              | 0.00         |
| EQUIPMENT RENTALS & LEASES         | 0                | 0.00         | 204              | 0.00         | 204              | 0.00         | 204              | 0.00         |

**DEPARTMENT OF ECONOMIC DEVELOPMENT**
**DECISION ITEM DETAIL**

| Budget Unit                        | FY 2017            | FY 2017      | FY 2018            | FY 2018      | FY 2019            | FY 2019      | FY 2019            | FY 2019      |
|------------------------------------|--------------------|--------------|--------------------|--------------|--------------------|--------------|--------------------|--------------|
| Decision Item                      | ACTUAL             | ACTUAL       | BUDGET             | BUDGET       | DEPT REQ           | DEPT REQ     | GOV REC            | GOV REC      |
| Budget Object Class                | DOLLAR             | FTE          | DOLLAR             | FTE          | DOLLAR             | FTE          | DOLLAR             | FTE          |
| <b>MO ECO RESEARCH INFO CENTER</b> |                    |              |                    |              |                    |              |                    |              |
| <b>CORE</b>                        |                    |              |                    |              |                    |              |                    |              |
| MISCELLANEOUS EXPENSES             | 721                | 0.00         | 104                | 0.00         | 104                | 0.00         | 104                | 0.00         |
| REBILLABLE EXPENSES                | 0                  | 0.00         | 1                  | 0.00         | 1                  | 0.00         | 1                  | 0.00         |
| <b>TOTAL - EE</b>                  | <b>79,872</b>      | <b>0.00</b>  | <b>289,908</b>     | <b>0.00</b>  | <b>289,908</b>     | <b>0.00</b>  | <b>289,908</b>     | <b>0.00</b>  |
| PROGRAM DISTRIBUTIONS              | 0                  | 0.00         | 32,185             | 0.00         | 32,185             | 0.00         | 32,185             | 0.00         |
| <b>TOTAL - PD</b>                  | <b>0</b>           | <b>0.00</b>  | <b>32,185</b>      | <b>0.00</b>  | <b>32,185</b>      | <b>0.00</b>  | <b>32,185</b>      | <b>0.00</b>  |
| <b>GRAND TOTAL</b>                 | <b>\$1,141,191</b> | <b>22.97</b> | <b>\$1,966,031</b> | <b>28.39</b> | <b>\$1,966,031</b> | <b>28.39</b> | <b>\$1,966,031</b> | <b>28.39</b> |
| GENERAL REVENUE                    | \$108,935          | 1.66         | \$132,615          | 2.08         | \$132,615          | 2.08         | \$132,615          | 2.08         |
| FEDERAL FUNDS                      | \$1,032,256        | 21.31        | \$1,833,416        | 26.31        | \$1,833,416        | 26.31        | \$1,833,416        | 26.31        |
| OTHER FUNDS                        | \$0                | 0.00         | \$0                | 0.00         | \$0                | 0.00         | \$0                | 0.00         |

## PROGRAM DESCRIPTION

**Department: Economic Development**

**Program Name: Research Team - (MERIC)**

**Program is found in the following core budget(s): Research Team - Missouri's Economic Research and Information Center (MERIC)**

**1a. What strategic priority does this program address?**

Tell Missouri's Story

**1b. What does this program do?**

- The Missouri Economic Research and Information Center (MERIC) performs data gathering, applied research, and reporting useful to businesses, policymakers, jobseekers, educators, planners and the general public in making economic and data-driven decisions.
- MERIC delivers accurate, targeted information to stakeholders to assist in developing policies and actions that can help grow the Missouri economy.
- Research includes: (1) development and analysis of labor market data such as employment, unemployment, and occupational information; (2) studies of Missouri's industries, targeted sectors, and top occupations in those businesses; and (3) production of in-demand jobs data and analysis, fiscal impacts for tax incentives, and economic indicators.

**2. What is the authorization for this program, i.e., federal or state statute, etc.? (Include the federal program number, if applicable.)**

Section 620.010, RSMo, establishes the Department of Economic Development and its divisions. MERIC's federal funding from the U.S. Department of Labor comes from the Bureau of Labor Statistics and Employment and Training Administration (BLS). The BLS is authorized to collect labor market information pursuant to the 1884 statute (29 USC 1), an Act to Establish the Bureau of Labor, as amended. Section 14 of the Wagner-Peyser Act (29 USC 49 f(a)(3)(D)) authorizes the Secretary of Labor to reimburse the States to provide data for national statistical programs. In addition, both BLS and ETA cite the Workforce Investment Act of 1998 which amended the Wagner-Peyser Act by adding a new section 15, "Employment Statistics," which authorizes the Secretary of Labor to "...oversee the development, maintenance, and continuous improvement of a nationwide system of economic statistics..." as authorization for their programs.

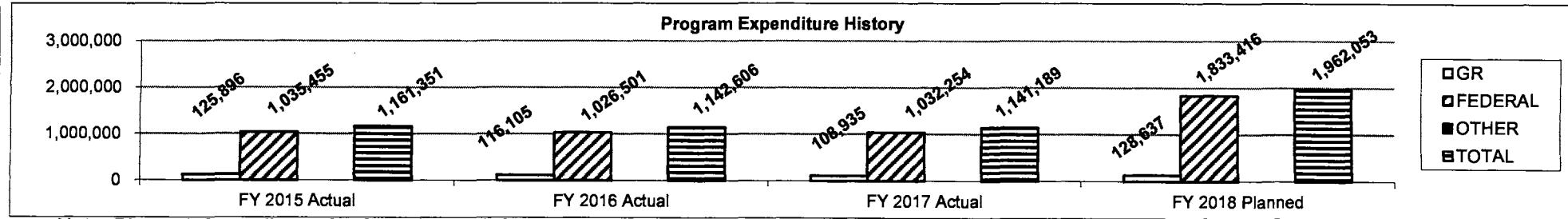
**3. Are there federal matching requirements? If yes, please explain.**

No.

**4. Is this a federally mandated program? If yes, please explain.**

Yes. The BLS uses a cooperative agreement to fund cooperative statistical programs because of the agency's ongoing involvement in the programs, pursuant to the Federal Grant and Cooperative Agreement Act of 1977 (31 USC 6301-08). The specific statistical programs and program requirements funded through this LMI Cooperative Agreement are described in ongoing work statements with the states. In a similar fashion, ETA instructions for use of its funding are detailed to states in the annual Training and Employment Guidance Letter for the Workforce Information Core Products and Services Grant.

**5. Provide actual expenditures for the prior three fiscal years and planned expenditures for the current fiscal year.**



Note: Planned Expenditures for GR reflect 3% Governor's Reserve.

**6. What are the sources of the "Other" funds?**

N/A

## PROGRAM DESCRIPTION

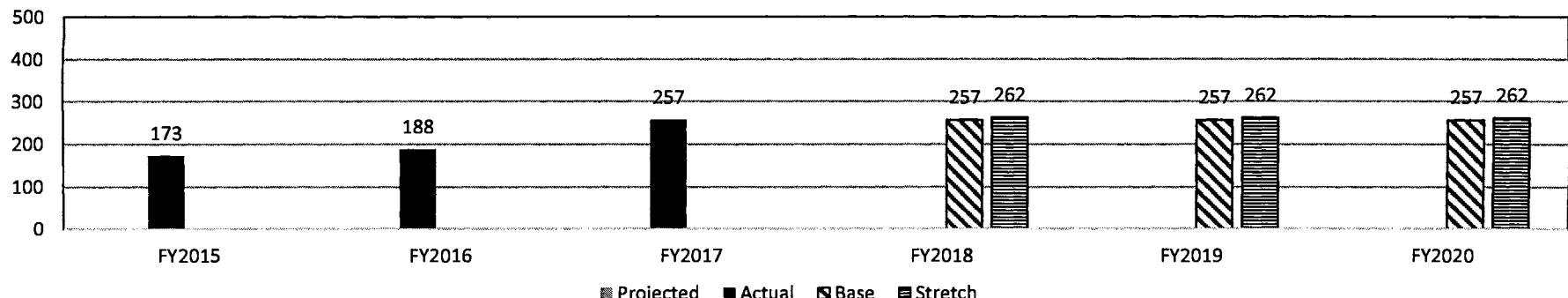
**Department: Economic Development**

**Program Name: Research Team - (MERIC)**

**Program is found in the following core budget(s): Research Team - Missouri's Economic Research and Information Center (MERIC)**

**7a. Provide an effectiveness measure.**

Direct Outreach Per Staff



Note 1: Direct Outreach per Staff: Sum of MERIC reported customers assisted, people trained or in presentations, and delivered newsletter recipients in the year divided by staff level.

Note 2: Calculate Stretch goal of 2% over Base for each year.

Note 3: Break in series beginning in FY2017 when Labor Market Information technical assistance calls were added, setting a new baseline that more effectively captures outreach. Thus, direct outreach growth from FY2016 to FY2017 should not be interpreted as a large percent increase.

Note 4: This is a new measure; therefore, Projected for FY15, FY16, and FY17 is not available.

Annual qualitative effectiveness measure: The Missouri Workforce Development Board, representing businesses, policymakers, and training providers, must annually review the proposed work activities and performance report. The Board approved FY2018 proposed activities and the FY2017 performance report. Past fiscal years (FY2015 and FY2016) also approved. Background: the U.S. Dept. of Labor, which funds most MERIC activities, requires that research developed is reviewed and approved by the state board to ensure that information is effective for stakeholder use.

Annual Effectiveness Survey: First survey began in November 2017 and results expected by late December 2017 to develop benchmark for later years.

## PROGRAM DESCRIPTION

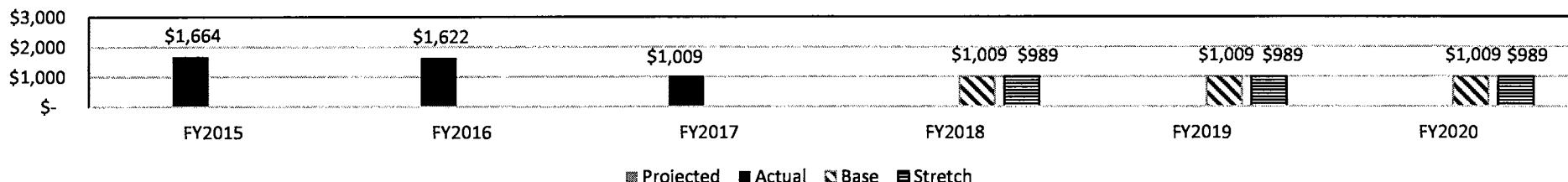
**Department: Economic Development**

**Program Name: Research Team - (MERIC)**

**Program is found in the following core budget(s): Research Team - Missouri's Economic Research and Information Center (MERIC)**

**7b. Provide an efficiency measure.**

**Cost Per Research Product and Service**



Note 1: Annual Cost Per Research Product & Service: Sum of New Research Products and Services in the year divided by MERIC total funding from all sources of federal grants and state revenue.

Note 2: Calculate Stretch goal of reduced cost of 2% from Base year.

Note 3: Break in series beginning in FY2017 when Labor Market Information technical assistance calls added (see note in 7a).

Note 4: This is a new measure; therefore, Projected for FY15, FY16 and FY17 is not available.

**7c. Provide the number of clients/individuals served, if applicable.**

|                                     | FY2015  | FY2016  | FY2017  | FY2018    | FY2019    | FY2020    |
|-------------------------------------|---------|---------|---------|-----------|-----------|-----------|
|                                     | Actual  | Actual  | Actual  | Projected | Projected | Projected |
| Customers in Training/Presentations | 2,236   | 2,130   | 2,023   | 2,100     | 2,100     | 2,100     |
| Customer Assistance                 | 290     | 258     | 993     | 1,000     | 1,000     | 1,000     |
| E-Newsletter Recipients             | 1,445   | 2,307   | 3,159   | 3,200     | 3,200     | 3,200     |
| Unique Web Site Users               | 200,540 | 196,413 | 196,105 | 195,000   | 195,000   | 195,000   |

Note 1: Annual Direct Customers Served: Number of people who were delivered training or a presentation, were given research assistance, received the weekly newsletter on average, or were a unique web user in a given year.

Note 2: Break in series beginning in FY2017 when Labor Market Information technical assistance calls added (see note in 7a).

**7d. Provide a customer satisfaction measure, if available.**

The first survey began in November 2017 and results expected by late December 2017 to develop benchmark for later years.

## CORE DECISION ITEM

**Department:** Economic Development  
**Division:** Business and Community Services  
**Core:** Marketing Team

Budget Unit 41945C

### 1. CORE FINANCIAL SUMMARY

| FY 2019 Budget Request  |   |               |                  |                  | FY 2019 Governor's Recommendation |             |               |                  |                  |
|---|---|---------------|------------------|------------------|-----------------------------------|-------------|---------------|------------------|------------------|
|   | GR  | Federal       | Other            | Total            | PS                                | GR          | Fed           | Other            | Total            |
| PS  | 0   | 51,379        | 45,447           | 96,826           | PS                                | 0           | 51,379        | 45,447           | 96,826           |
| EE  | 0   | 0             | 884,675          | 884,675          | EE                                | 0           | 0             | 884,675          | 884,675          |
| PSD   | 0   | 0             | 517,563          | 517,563          | PSD                               | 0           | 0             | 517,563          | 517,563          |
| TRF   | 0   | 0             | 0                | 0                | TRF                               | 0           | 0             | 0                | 0                |
| <b>Total</b>  | <b>0</b>  | <b>51,379</b> | <b>1,447,685</b> | <b>1,499,064</b> | <b>Total</b>                      | <b>0</b>    | <b>51,379</b> | <b>1,447,685</b> | <b>1,499,064</b> |
| <b>FTE</b>  | <b>0.00</b>   | <b>0.26</b>   | <b>1.15</b>      | <b>1.41</b>      | <b>FTE</b>                        | <b>0.00</b> | <b>0.26</b>   | <b>1.15</b>      | <b>1.41</b>      |
| <b>Est. Fringe</b>  | <b>0</b>  | <b>17,940</b> | <b>25,352</b>    | <b>43,292</b>    | <b>Est. Fringe</b>                | <b>0</b>    | <b>17,940</b> | <b>25,352</b>    | <b>43,292</b>    |
| <i>Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.</i>  |   |               |                  |                  |                                   |             |               |                  |                  |
| Other Funds:  | International Promotions Revolving Fund (0567)<br>Economic Development Administrative Revolving Fund (0547)<br>Economic Development Advancement Fund (0783) |               |                  |                  |                                   |             |               |                  |                  |
| <i>Other Funds: International Promotions Revolving Fund (0567)<br/>Economic Development Administrative Revolving Fund (0547)<br/>Economic Development Advancement Fund (0783)</i> |   |               |                  |                  |                                   |             |               |                  |                  |

### 2. CORE DESCRIPTION

Missouri is a great place to do business and it is the responsibility of the Marketing Team to promote and market Missouri in the in-state, national, and international marketplace. The Marketing Team supports the Division of Business and Community services (BCS) as well as their parent agency the Department of Economic Development by providing email communications, print advertising, publishing, videography, website creation and management and other media production services. The team consists of professional graphic design artists, a videographer, and content writers. In addition to creating marketing collateral materials aimed at the public, they support the internal teams of BCS by designing and publishing applications, updating and distributing various reports, creating materials for events, and other digital communication specific to the Division of Business and Community Services.

The International Promotions Revolving Fund is a means for collection of private funds provided by companies in support of the services DED provides in accompanying businesses on foreign transactions. The Program Specific Distribution funding is used to support the Export Trade Program, which supports travel, trade show costs and other direct costs of Missouri businesses to develop opportunities in order to create export sales. The Export Initiative is supported by \$500,000 of the E&E funds included here.

The Division serves as a partner in the economic development professional community to facilitate the expansion of existing business in the State; to facilitate the location of new business to the State; and to facilitate the startup of new business in the State. The Division also serves as a partner with local governments, non-profits, community organizations, and private citizens to help develop and grow Missouri's communities. The services provided by BCS include professional technical assistance and project management; training; research; financial assistance; and compliance. A few of the ways BCS measures its success include measuring new jobs created, private investment, leverage, and efficiency of operations.

## CORE DECISION ITEM

**Department:** Economic Development  
**Division:** Business and Community Services  
**Core:** Marketing Team

Budget Unit 41945C

### 3. PROGRAM LISTING (list programs included in this core funding)

Marketing Team

### 4. FINANCIAL HISTORY

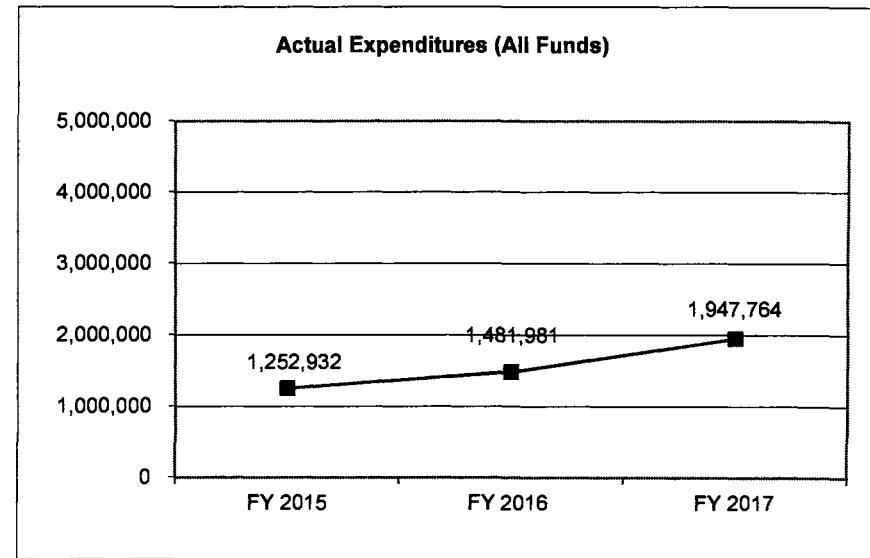
|                                 | FY 2015<br>Actual | FY 2016<br>Actual | FY 2017<br>Actual | FY 2018<br>Current Yr. |
|---------------------------------|-------------------|-------------------|-------------------|------------------------|
| Appropriation (All Funds)       | 3,145,208         | 3,211,050         | 3,016,454         | 3,016,454              |
| Less Reverted (All Funds)       | (46,768)          | (51,417)          | (45,522)          | 0                      |
| Less Restricted ( All Funds)*   | 0                 | 0                 | 0                 | 0                      |
| Budget Authority (All Funds)    | 3,098,440         | 3,159,633         | 2,970,932         | 3,016,454              |
|                                 |                   |                   |                   |                        |
| Actual Expenditures (All Funds) | 1,252,932         | 1,481,981         | 1,947,764         | N/A                    |
| Unexpended (All Funds)          | <u>1,845,508</u>  | <u>1,677,652</u>  | <u>1,023,168</u>  | N/A                    |
|                                 |                   |                   |                   |                        |
| Unexpended, by Fund:            |                   |                   |                   |                        |
| General Revenue                 | 330,705           | 368,992           | 10,874            | N/A                    |
| Federal                         | 114,738           | 50,731            | 51,379            | N/A                    |
| Other                           | 1,400,065         | 1,258,289         | 960,915           | N/A                    |

\*Restricted amount is as of: \_\_\_\_\_

Reverted includes Governor's standard 3 percent reserve (when applicable).

Restricted includes any extraordinary expenditure restriction (when applicable).

### NOTES:



## CORE RECONCILIATION DETAIL

**DEPARTMENT OF ECONOMIC DEVELOPMENT  
MARKETING**

**5. CORE RECONCILIATION DETAIL**

|                                    | Budget Class                  | FTE           | GR       | Federal       | Other              | Total              | Explanation                              |
|------------------------------------|-------------------------------|---------------|----------|---------------|--------------------|--------------------|--|
| <b>TAFF AFTER VETOES</b>           |                               |               |          |               |                    |                    |  |
|                                    | PS                            | 5.53          | 0        | 51,379        | 224,186            | 275,565            |  |
|                                    | EE                            | 0.00          | 0        | 0             | 1,773,326          | 1,773,326          |  |
|                                    | PD                            | 0.00          | 0        | 0             | 967,563            | 967,563            |  |
|                                    | <b>Total</b>                  | <b>5.53</b>   | <b>0</b> | <b>51,379</b> | <b>2,965,075</b>   | <b>3,016,454</b>   |  |
| <b>DEPARTMENT CORE ADJUSTMENTS</b> |                               |               |          |               |                    |                    |  |
| Core Reduction                     | 1211 4569                     | PS            | (4.12)   | 0             | 0                  | (178,739)          | (178,739) Reduce EDAF funding for GR NDI |
| Core Reduction                     | 1211 2387                     | EE            | 0.00     | 0             | 0                  | (888,651)          | (888,651) Reduce EDAF funding for GR NDI |
| Core Reduction                     | 1211 2387                     | PD            | 0.00     | 0             | 0                  | (450,000)          | (450,000) Reduce EDAF funding for GR NDI |
|                                    | <b>NET DEPARTMENT CHANGES</b> | <b>(4.12)</b> | <b>0</b> | <b>0</b>      | <b>(1,517,390)</b> | <b>(1,517,390)</b> |  |
| <b>DEPARTMENT CORE REQUEST</b>     |                               |               |          |               |                    |                    |  |
|                                    | PS                            | 1.41          | 0        | 51,379        | 45,447             | 96,826             |  |
|                                    | EE                            | 0.00          | 0        | 0             | 884,675            | 884,675            |  |
|                                    | PD                            | 0.00          | 0        | 0             | 517,563            | 517,563            |  |
|                                    | <b>Total</b>                  | <b>1.41</b>   | <b>0</b> | <b>51,379</b> | <b>1,447,685</b>   | <b>1,499,064</b>   |  |
| <b>GOVERNOR'S RECOMMENDED CORE</b> |                               |               |          |               |                    |                    |  |
|                                    | PS                            | 1.41          | 0        | 51,379        | 45,447             | 96,826             |  |
|                                    | EE                            | 0.00          | 0        | 0             | 884,675            | 884,675            |  |
|                                    | PD                            | 0.00          | 0        | 0             | 517,563            | 517,563            |  |
|                                    | <b>Total</b>                  | <b>1.41</b>   | <b>0</b> | <b>51,379</b> | <b>1,447,685</b>   | <b>1,499,064</b>   |  |

## DEPARTMENT OF ECONOMIC DEVELOPMENT

## DECISION ITEM SUMMARY

| Budget Unit<br>Decision Item<br>Budget Object Summary<br>Fund | FY 2017<br>ACTUAL<br>DOLLAR | FY 2017<br>ACTUAL<br>FTE | FY 2018<br>BUDGET<br>DOLLAR | FY 2018<br>BUDGET<br>FTE | FY 2019<br>DEPT REQ<br>DOLLAR | FY 2019<br>DEPT REQ<br>FTE | FY 2019<br>GOV REC<br>DOLLAR | FY 2019<br>GOV REC<br>FTE |
|---|-----------------------------|--------------------------|-----------------------------|--------------------------|-------------------------------|----------------------------|------------------------------|---------------------------|
| <b>MARKETING</b>  |                             |                          |                             |                          |                               |                            |                              |                           |
| CORE  |                             |                          |                             |                          |                               |                            |                              |                           |
| PERSONAL SERVICES   |                             |                          |                             |                          |                               |                            |                              |                           |
| GENERAL REVENUE   | 162,504                     | 3.56                     | 0                           | 0.00                     | 0                             | 0.00                       | 0                            | 0.00                      |
| DIV JOB DEVELOPMENT & TRAINING                                | 0                           | 0.00                     | 51,379                      | 0.26                     | 51,379                        | 0.26                       | 51,379                       | 0.26                      |
| DED ADMINISTRATIVE  | 1,340                       | 0.04                     | 45,447                      | 1.15                     | 45,447                        | 1.15                       | 45,447                       | 1.15                      |
| ECON DEVELOP ADVANCEMENT FUND                                 | 0                           | 0.00                     | 178,739                     | 4.12                     | 0                             | 0.00                       | 0                            | 0.00                      |
| TOTAL - PS  | 163,844                     | 3.60                     | 275,565                     | 5.53                     | 96,826                        | 1.41                       | 96,826                       | 1.41                      |
| EXPENSE & EQUIPMENT   |                             |                          |                             |                          |                               |                            |                              |                           |
| GENERAL REVENUE   | 736,397                     | 0.00                     | 0                           | 0.00                     | 0                             | 0.00                       | 0                            | 0.00                      |
| INTERNATIONAL PROMOTIONS REVOL                                | 223,750                     | 0.00                     | 884,675                     | 0.00                     | 884,675                       | 0.00                       | 884,675                      | 0.00                      |
| ECON DEVELOP ADVANCEMENT FUND                                 | 0                           | 0.00                     | 888,651                     | 0.00                     | 0                             | 0.00                       | 0                            | 0.00                      |
| TOTAL - EE  | 960,147                     | 0.00                     | 1,773,326                   | 0.00                     | 884,675                       | 0.00                       | 884,675                      | 0.00                      |
| PROGRAM-SPECIFIC  |                             |                          |                             |                          |                               |                            |                              |                           |
| GENERAL REVENUE   | 562,093                     | 0.00                     | 0                           | 0.00                     | 0                             | 0.00                       | 0                            | 0.00                      |
| INTERNATIONAL PROMOTIONS REVOL                                | 261,680                     | 0.00                     | 517,563                     | 0.00                     | 517,563                       | 0.00                       | 517,563                      | 0.00                      |
| ECON DEVELOP ADVANCEMENT FUND                                 | 0                           | 0.00                     | 450,000                     | 0.00                     | 0                             | 0.00                       | 0                            | 0.00                      |
| TOTAL - PD  | 823,773                     | 0.00                     | 967,563                     | 0.00                     | 517,563                       | 0.00                       | 517,563                      | 0.00                      |
| <b>TOTAL</b>  | <b>1,947,764</b>            | <b>3.60</b>              | <b>3,016,454</b>            | <b>5.53</b>              | <b>1,499,064</b>              | <b>1.41</b>                | <b>1,499,064</b>             | <b>1.41</b>               |
| Pay Plan - 0000012  |                             |                          |                             |                          |                               |                            |                              |                           |
| PERSONAL SERVICES   |                             |                          |                             |                          |                               |                            |                              |                           |
| GENERAL REVENUE   | 0                           | 0.00                     | 0                           | 0.00                     | 0                             | 0.00                       | 2,607                        | 0.00                      |
| DIV JOB DEVELOPMENT & TRAINING                                | 0                           | 0.00                     | 0                           | 0.00                     | 0                             | 0.00                       | 169                          | 0.00                      |
| DED ADMINISTRATIVE  | 0                           | 0.00                     | 0                           | 0.00                     | 0                             | 0.00                       | 748                          | 0.00                      |
| TOTAL - PS  | 0                           | 0.00                     | 0                           | 0.00                     | 0                             | 0.00                       | 3,524                        | 0.00                      |
| <b>TOTAL</b>  | <b>0</b>                    | <b>0.00</b>              | <b>0</b>                    | <b>0.00</b>              | <b>0</b>                      | <b>0.00</b>                | <b>3,524</b>                 | <b>0.00</b>               |
| Restore GR-Mktg/Sales/Finance - 1419002                       |                             |                          |                             |                          |                               |                            |                              |                           |
| PERSONAL SERVICES   |                             |                          |                             |                          |                               |                            |                              |                           |
| GENERAL REVENUE   | 0                           | 0.00                     | 0                           | 0.00                     | 178,739                       | 4.12                       | 178,739                      | 4.12                      |
| TOTAL - PS  | 0                           | 0.00                     | 0                           | 0.00                     | 178,739                       | 4.12                       | 178,739                      | 4.12                      |
| EXPENSE & EQUIPMENT   |                             |                          |                             |                          |                               |                            |                              |                           |

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**DEPARTMENT OF ECONOMIC DEVELOPMENT**
**DECISION ITEM SUMMARY**

| Budget Unit                             | FY 2017<br>Decision Item<br>Budget Object Summary<br>Fund | FY 2017<br>ACTUAL<br>DOLLAR | FY 2017<br>ACTUAL<br>FTE | FY 2018<br>BUDGET<br>DOLLAR | FY 2018<br>BUDGET<br>FTE | FY 2019<br>DEPT REQ<br>DOLLAR | FY 2019<br>DEPT REQ<br>FTE | FY 2019<br>GOV REC<br>DOLLAR | FY 2019<br>GOV REC<br>FTE |
|---|---|-----------------------------|--------------------------|-----------------------------|--------------------------|-------------------------------|----------------------------|------------------------------|---------------------------|
| <b>MARKETING</b>                        |   |                             |                          |                             |                          |                               |                            |                              |                           |
| Restore GR-Mktg/Sales/Finance - 1419002 |   |                             |                          |                             |                          |                               |                            |                              |                           |
| EXPENSE & EQUIPMENT                     |   |                             |                          |                             |                          |                               |                            |                              |                           |
| GENERAL REVENUE                         |   | 0                           | 0.00                     | 0                           | 0.00                     | 888,651                       | 0.00                       | 888,651                      | 0.00                      |
| TOTAL - EE                              |   | 0                           | 0.00                     | 0                           | 0.00                     | 888,651                       | 0.00                       | 888,651                      | 0.00                      |
| PROGRAM-SPECIFIC                        |   |                             |                          |                             |                          |                               |                            |                              |                           |
| GENERAL REVENUE                         |   | 0                           | 0.00                     | 0                           | 0.00                     | 450,000                       | 0.00                       | 450,000                      | 0.00                      |
| TOTAL - PD                              |   | 0                           | 0.00                     | 0                           | 0.00                     | 450,000                       | 0.00                       | 450,000                      | 0.00                      |
| <b>TOTAL</b>                            |   | <b>0</b>                    | <b>0.00</b>              | <b>0</b>                    | <b>0.00</b>              | <b>1,517,390</b>              | <b>4.12</b>                | <b>1,517,390</b>             | <b>4.12</b>               |
| <b>GRAND TOTAL</b>                      |   | <b>\$1,947,764</b>          | <b>3.60</b>              | <b>\$3,016,454</b>          | <b>5.53</b>              | <b>\$3,016,454</b>            | <b>5.53</b>                | <b>\$3,019,978</b>           | <b>5.53</b>               |

## FLEXIBILITY REQUEST FORM

| <b>BUDGET UNIT NUMBER:</b> 41945C   | <b>DEPARTMENT:</b> Economic Development  |   |
|---|--|---|
| <b>BUDGET UNIT NAME:</b> Marketing Team<br>See complete list of budget units below.   | <b>DIVISION:</b> Business and Community Services   |   |
| <b>1. Provide the amount by fund of personal service flexibility and the amount by fund of expense and equipment flexibility you are requesting in dollar and percentage terms and explain why the flexibility is needed. If flexibility is being requested among divisions, provide the amount by fund of flexibility you are requesting in dollar and percentage terms and explain why the flexibility is needed.</b>   |  |   |
| <b>DEPARTMENT REQUEST</b>   |  |   |
| <p>The department is requesting 10% flexibility between the Personal Service and Expense and Equipment appropriations for the Marketing Team. This flexibility is needed to ensure our ability to immediately address any identified operational modifications in order to provide the highest quality services to Missourians. Areas of need include special or emergency projects and staff assistance for businesses, training for employees, purchase of supplies and other equipment to make the division more efficient.</p> <p>- Economic Development Advance Fund: Marketing PS (4569-0783) - \$178,739 * 10% = \$17,874 and Marketing EE (2387-0783) - \$1,338,651 * 10% - \$133,865</p> |  |   |
| <b>2. Estimate how much flexibility will be used for the budget year. How much flexibility was used in the Prior Year Budget and the Current Year Budget? Please specify the amount.</b>  |  |   |
| PRIOR YEAR<br>ACTUAL AMOUNT OF FLEXIBILITY USED   | CURRENT YEAR<br>ESTIMATED AMOUNT OF<br>FLEXIBILITY THAT WILL BE USED   | BUDGET REQUEST<br>ESTIMATED AMOUNT OF<br>FLEXIBILITY THAT WILL BE USED  |
| \$0   | Expenditures in PS and E&E will differ annually based on needs to cover operational expenses, address emergency and changing situations, etc.  | Expenditures in PS and E&E will differ annually based on needs to cover operational expenses, address emergency and changing situations, etc. |
| <b>3. Please explain how flexibility was used in the prior and/or current years.</b>  |  |   |
| PRIOR YEAR<br>EXPLAIN ACTUAL USE  | CURRENT YEAR<br>EXPLAIN PLANNED USE  |   |
| In FY 2017, the Marketing Team flexed \$0.  | In FY 2018, the MERIC, Marketing, Sales, Finance and Compliance teams were appropriated 10% flexibility between PS and E&E appropriations. This flexibility will allow the department to respond to changing situations to continue to provide the best possible quality service to our customers. |   |

## FLEXIBILITY REQUEST FORM

| <b>BUDGET UNIT NUMBER:</b> 42183C, 41945C, 41955C, and 41965C   |   | <b>DEPARTMENT:</b> Economic Development   |
|---|---|---|
| <b>BUDGET UNIT NAME:</b> MERIC, Marketing, Sales, and Finance   |   | <b>DIVISION:</b> Business and Community Services  |
| <p><b>1. Provide the amount by fund of personal service flexibility and the amount by fund of expense and equipment flexibility you are requesting in dollar and percentage terms and explain why the flexibility is needed. If flexibility is being requested among divisions, provide the amount by fund of flexibility you are requesting in dollar and percentage terms and explain why the flexibility is needed.</b></p>  |   |   |
| <b>DEPARTMENT REQUEST</b>   |   |   |
| <p>The Department is requesting 10% flexibility for General Revenue between the teams in the Business and Community Services Division (Section 7.015 of HB 7). These teams are MERIC, Marketing, Sales, and Finance.</p> <ul style="list-style-type: none"> <li>- General Revenue (0101): PS \$744,982 * 10% = \$74,498 (17.6 FTE * 10% = 1.76)</li> <li>- Job Development &amp; Training Fund (0155): PS \$1,581,862 * 10% = \$158,186 (26.57 FTE * 10% = 2.66); EE \$302,933 * 10% = \$30,293</li> <li>- Economic Development Advancement Fund (0783): PS \$1,667,011 * 10% = \$166,701 (32.64 FTE * 10% = 3.26); EE \$1,582,989 * 10% = \$158,299</li> <li>- Economic Development Administrative Fund (0547): PS \$52,535 * 10% = \$5,254 (1.40 FTE * 10% = 0.14)</li> </ul> |   |   |
| <p><b>2. Estimate how much flexibility will be used for the budget year. How much flexibility was used in the Prior Year Budget and the Current Year Budget? Please specify the amount.</b></p>   |   |   |
| PRIOR YEAR<br>ACTUAL AMOUNT OF FLEXIBILITY USED   | CURRENT YEAR<br>ESTIMATED AMOUNT OF<br>FLEXIBILITY THAT WILL BE USED  | BUDGET REQUEST<br>ESTIMATED AMOUNT OF<br>FLEXIBILITY THAT WILL BE USED  |
| \$0   | Expenditures in PS and E&E will differ annually based on needs to cover operational expenses, address emergency and changing situations, etc.   | Expenditures in PS and E&E will differ annually based on needs to cover operational expenses, address emergency and changing situations, etc. |
| <p><b>3. Please explain how flexibility was used in the prior and/or current years.</b></p>   |   |   |
| PRIOR YEAR<br>EXPLAIN ACTUAL USE  | CURRENT YEAR<br>EXPLAIN PLANNED USE   |   |
| In FY 2017, there was \$0 flexed between the BCS Teams.   | In FY 2018, the MERIC, Marketing, Sales, Finance and Compliance Teams were appropriated 10% flexibility between them for GR and 100% between Federal (Section 7.015). This flexibility will allow the department to respond to changing situations to continue to provide the best possible quality service to our customers. |   |

**DEPARTMENT OF ECONOMIC DEVELOPMENT**
**DECISION ITEM DETAIL**

| Budget Unit                    | FY 2017        | FY 2017     | FY 2018        | FY 2018     | FY 2019       | FY 2019     | FY 2019       | FY 2019     |
|--------------------------------|----------------|-------------|----------------|-------------|---------------|-------------|---------------|-------------|
| Decision Item                  | ACTUAL         | ACTUAL      | BUDGET         | BUDGET      | DEPT REQ      | DEPT REQ    | GOV REC       | GOV REC     |
| Budget Object Class            | DOLLAR         | FTE         | DOLLAR         | FTE         | DOLLAR        | FTE         | DOLLAR        | FTE         |
| <b>MARKETING</b>               |                |             |                |             |               |             |               |             |
| <b>CORE</b>                    |                |             |                |             |               |             |               |             |
| ADMIN OFFICE SUPPORT ASSISTANT | 5,922          | 0.19        | 4,029          | 0.13        | 0             | 0.00        | 0             | 0.00        |
| RESEARCH ANAL II               | 0              | 0.00        | 65             | 0.00        | 0             | 0.00        | 0             | 0.00        |
| RESEARCH ANAL III              | 0              | 0.00        | 136            | 0.00        | 0             | 0.00        | 0             | 0.00        |
| RESEARCH ANAL IV               | 0              | 0.00        | 35             | 0.00        | 0             | 0.00        | 0             | 0.00        |
| PLANNER II                     | 0              | 0.00        | 131            | 0.00        | 0             | 0.00        | 0             | 0.00        |
| MARKETING SPECIALIST I         | 24,094         | 0.75        | 26,683         | 0.50        | 0             | 0.00        | 0             | 0.00        |
| MARKETING SPECIALIST II        | 13,956         | 0.35        | 48,973         | 1.09        | 21,374        | 0.71        | 21,374        | 0.71        |
| MARKETING SPECIALIST III       | 65,379         | 1.38        | 155,281        | 3.45        | 75,452        | 0.70        | 75,452        | 0.70        |
| ECONOMIC DEV INCENTIVE SPEC I  | 1,340          | 0.04        | 0              | 0.00        | 0             | 0.00        | 0             | 0.00        |
| RESEARCH MANAGER B1            | 0              | 0.00        | 5,151          | 0.00        | 0             | 0.00        | 0             | 0.00        |
| COMMUNITY & ECONOMIC DEV MGRB1 | 39,797         | 0.77        | 13,275         | 0.05        | 0             | 0.00        | 0             | 0.00        |
| DIVISION DIRECTOR              | 13,356         | 0.12        | 6,070          | 0.06        | 0             | 0.00        | 0             | 0.00        |
| DESIGNATED PRINCIPAL ASST DIV  | 0              | 0.00        | 8,648          | 0.00        | 0             | 0.00        | 0             | 0.00        |
| BUDGET/PLANNING ANALYST        | 0              | 0.00        | 39             | 0.00        | 0             | 0.00        | 0             | 0.00        |
| SPECIAL ASST OFFICE & CLERICAL | 0              | 0.00        | 7,049          | 0.25        | 0             | 0.00        | 0             | 0.00        |
| <b>TOTAL - PS</b>              | <b>163,844</b> | <b>3.60</b> | <b>275,565</b> | <b>5.53</b> | <b>96,826</b> | <b>1.41</b> | <b>96,826</b> | <b>1.41</b> |
| TRAVEL, IN-STATE               | 12,418         | 0.00        | 89,836         | 0.00        | 2,272         | 0.00        | 2,272         | 0.00        |
| TRAVEL, OUT-OF-STATE           | 81,734         | 0.00        | 82,531         | 0.00        | 77,171        | 0.00        | 77,171        | 0.00        |
| FUEL & UTILITIES               | 0              | 0.00        | 3,508          | 0.00        | 0             | 0.00        | 0             | 0.00        |
| SUPPLIES                       | 101,183        | 0.00        | 155,150        | 0.00        | 24,032        | 0.00        | 24,032        | 0.00        |
| PROFESSIONAL DEVELOPMENT       | 123,724        | 0.00        | 204,674        | 0.00        | 63,317        | 0.00        | 63,317        | 0.00        |
| COMMUNICATION SERV & SUPP      | 2,686          | 0.00        | 186,751        | 0.00        | 5,963         | 0.00        | 5,963         | 0.00        |
| PROFESSIONAL SERVICES          | 368,949        | 0.00        | 928,450        | 0.00        | 647,695       | 0.00        | 647,695       | 0.00        |
| M&R SERVICES                   | 14,492         | 0.00        | 15,000         | 0.00        | 0             | 0.00        | 0             | 0.00        |
| COMPUTER EQUIPMENT             | 0              | 0.00        | 10,000         | 0.00        | 0             | 0.00        | 0             | 0.00        |
| MOTORIZED EQUIPMENT            | 0              | 0.00        | 2,000          | 0.00        | 0             | 0.00        | 0             | 0.00        |
| OFFICE EQUIPMENT               | 0              | 0.00        | 26,237         | 0.00        | 14,729        | 0.00        | 14,729        | 0.00        |
| OTHER EQUIPMENT                | 32,512         | 0.00        | 16,408         | 0.00        | 6,000         | 0.00        | 6,000         | 0.00        |
| PROPERTY & IMPROVEMENTS        | 0              | 0.00        | 1,000          | 0.00        | 0             | 0.00        | 0             | 0.00        |
| BUILDING LEASE PAYMENTS        | 222,236        | 0.00        | 35,124         | 0.00        | 32,002        | 0.00        | 32,002        | 0.00        |
| EQUIPMENT RENTALS & LEASES     | 0              | 0.00        | 2,180          | 0.00        | 101           | 0.00        | 101           | 0.00        |
| MISCELLANEOUS EXPENSES         | 213            | 0.00        | 12,278         | 0.00        | 10,194        | 0.00        | 10,194        | 0.00        |

**DEPARTMENT OF ECONOMIC DEVELOPMENT**
**DECISION ITEM DETAIL**

| Budget Unit           | FY 2017            | FY 2017     | FY 2018            | FY 2018     | FY 2019            | FY 2019     | FY 2019            | FY 2019     |
|-----------------------|--------------------|-------------|--------------------|-------------|--------------------|-------------|--------------------|-------------|
| Decision Item         | ACTUAL             | ACTUAL      | BUDGET             | BUDGET      | DEPT REQ           | DEPT REQ    | GOV REC            | GOV REC     |
| Budget Object Class   | DOLLAR             | FTE         | DOLLAR             | FTE         | DOLLAR             | FTE         | DOLLAR             | FTE         |
| <b>MARKETING</b>      |                    |             |                    |             |                    |             |                    |             |
| <b>CORE</b>           |                    |             |                    |             |                    |             |                    |             |
| REBILLABLE EXPENSES   | 0                  | 0.00        | 2,199              | 0.00        | 1,199              | 0.00        | 1,199              | 0.00        |
| TOTAL - EE            | 960,147            | 0.00        | 1,773,326          | 0.00        | 884,675            | 0.00        | 884,675            | 0.00        |
| PROGRAM DISTRIBUTIONS | 823,560            | 0.00        | 956,601            | 0.00        | 506,601            | 0.00        | 506,601            | 0.00        |
| REFUNDS               | 213                | 0.00        | 10,962             | 0.00        | 10,962             | 0.00        | 10,962             | 0.00        |
| TOTAL - PD            | 823,773            | 0.00        | 967,563            | 0.00        | 517,563            | 0.00        | 517,563            | 0.00        |
| <b>GRAND TOTAL</b>    | <b>\$1,947,764</b> | <b>3.60</b> | <b>\$3,016,454</b> | <b>5.53</b> | <b>\$1,499,064</b> | <b>1.41</b> | <b>\$1,499,064</b> | <b>1.41</b> |
| GENERAL REVENUE       | \$1,460,994        | 3.56        | \$0                | 0.00        | \$0                | 0.00        | \$0                | 0.00        |
| FEDERAL FUNDS         | \$0                | 0.00        | \$51,379           | 0.26        | \$51,379           | 0.26        | \$51,379           | 0.26        |
| OTHER FUNDS           | \$486,770          | 0.04        | \$2,965,075        | 5.27        | \$1,447,685        | 1.15        | \$1,447,685        | 1.15        |

## PROGRAM DESCRIPTION

**Department:** Economic Development

**Program Name:** Marketing Team

**Program is found in the following core budget(s):** Marketing Team

**1a. What strategic priority does this program address?**

Tell Missouri's Story

**1b. What does this program do?**

The Marketing Team supports the Division of Business and Community Services and its parent agency the Department of Economic Development by increasing awareness of the value of the agency and its programs through digital and print media, e-mail marketing, events, and public relations.

**2. What is the authorization for this program, i.e., federal or state statute, etc.? (Include the federal program number, if applicable.)**

Section 620.010, RSMo., establishes the Department of Economic Development and its divisions.

**3. Are there federal matching requirements? If yes, please explain.**

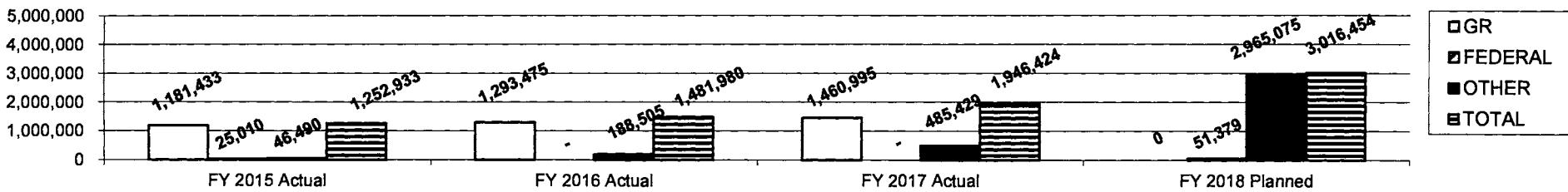
No.

**4. Is this a federally mandated program? If yes, please explain.**

No.

**5. Provide actual expenditures for the prior three fiscal years and planned expenditures for the current fiscal year.**

Program Expenditure History



Note: Planned Expenditures for GR reflect 3% Governor's Reserve.

**6. What are the sources of the "Other" funds?**

FY15-FY17: International Promotions Revolving Fund (0567) and Economic Development Administrative Revolving Fund (0547). FY18: Economic Development Advancement Fund (0783), International Promotions Revolving Fund (0567) and Economic Development Administrative Revolving Fund (0547).

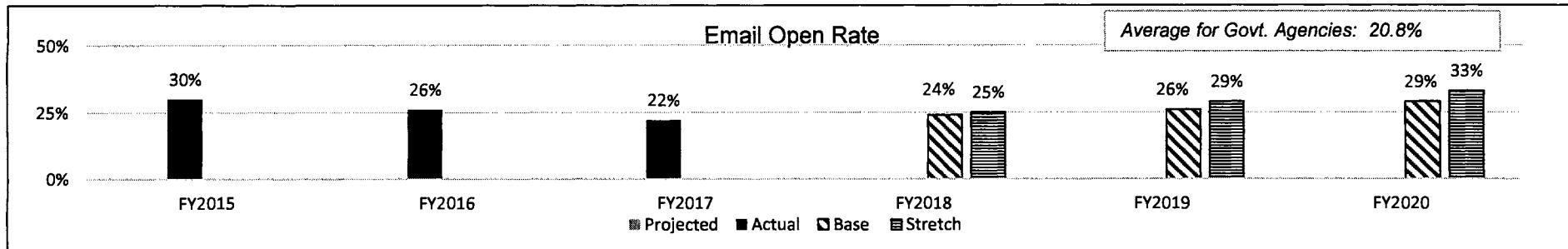
## PROGRAM DESCRIPTION

**Department:** Economic Development

**Program Name:** Marketing Team

**Program is found in the following core budget(s):** Marketing Team

**7a. Provide an effectiveness measure.**

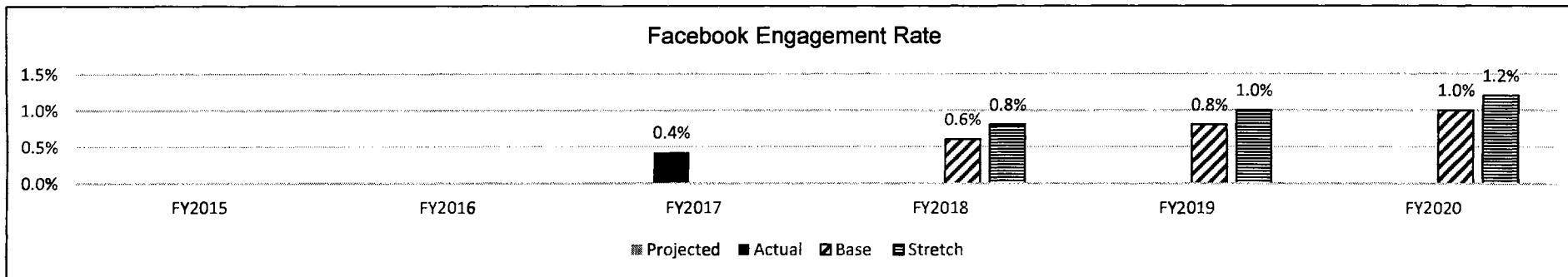


Note 1: Open Rate = (Bulletins Opened)/(Bulletins Sent)

Note 2: Base rates assume a 10% increase in e-mails opened; Stretch rates assume a 15% increase.

Note 3: Projections are not available prior to FY2018 as this is a new measure.

Note 4: Benchmark open rate reported by Constant Contact for Government Agencies or Services in September 2017.



Note 1: Facebook Engagement Rate = (Likes + Comments + Shares)/(Impressions)

Note 2: Base rates assume a .2% increase year over year in order to achieve the 1% benchmark by FY2020.

Note 3: Data not available prior to FY2017 as this is a new measure.

Note 4: According to marketing experts, 1% is a strong engagement rate for Facebook.

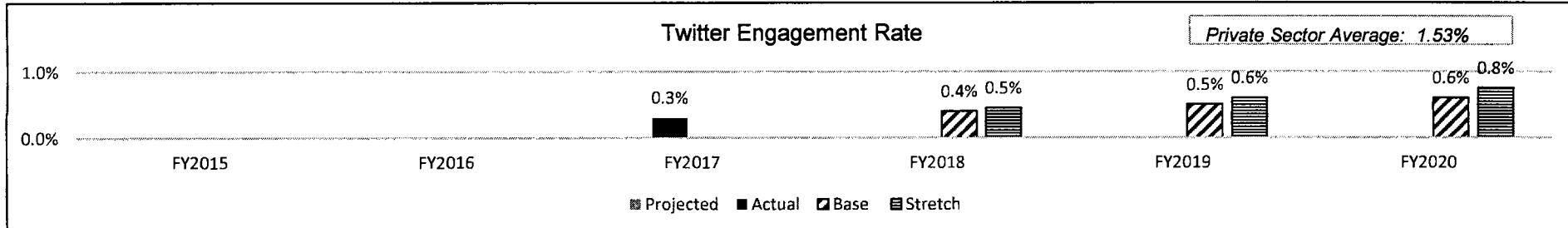
## PROGRAM DESCRIPTION

**Department:** Economic Development

**Program Name:** Marketing Team

**Program is found in the following core budget(s):** Marketing Team

**7a. Provide an effectiveness measure (continued).**



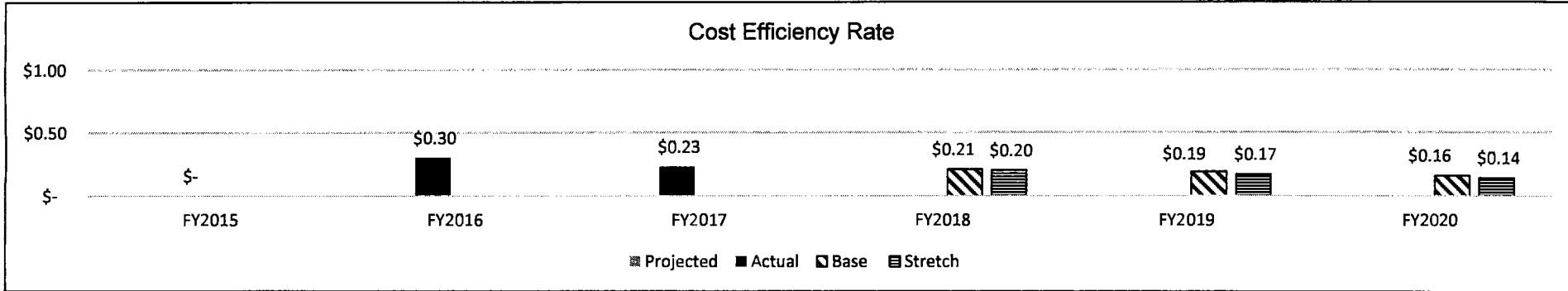
Note 1: Facebook Engagement Rate = (Likes + Comments + Shares)/(Impressions)

Note 2: Base rates assume a .1% increase year over year in order to achieve the .5% benchmark by FY2019; Stretch rates assume .2% increase.

Note 3: Data not available prior to FY2017 as this is a new measure.

Note 4: TrackMaven reports an average engagement ratio of 1.53% for its business services benchmark category.

**7b. Provide an efficiency measure.**



Note 1: Efficiency Rate = (Cost of the Marketing Program)/(Unique Visits + Social Media Impressions + Emails Opened)

Note 2: Base rates assume a 6% increase in e-mails opened and social media impressions; Stretch rates assume a 10% increase; both assume level costs.

Note 3: Projections are not available prior to FY2018 as this is a new measure.

Note 4: Data is not available for FY2015 as Facebook analytics are not available before 9/23/2015.

## PROGRAM DESCRIPTION

**Department: Economic Development**

**Program Name: Marketing Team**

**Program is found in the following core budget(s): Marketing Team**

**7c. Provide the number of clients/individuals served, if applicable.**

|                        | FY2015    |         | FY2016    |           | F2017     |           | FY2018    | FY2019    | FY2020    |
|------------------------|-----------|---------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
|                        | Projected | Actual  | Projected | Actual    | Projected | Actual    | Projected | Projected | Projected |
| Unique Visitors        | 109,944   | 279,515 | 293,490   | 229,372   | 241,444   | 200,953   | 211,001   | 221,551   | 232,628   |
| Social Media Followers | N/A       | N/A     | N/A       | 3005      | N/A       | 3852      | 4,045     | 4,247     | 4,459     |
| Email Subscribers      | N/A       | 817,419 | N/A       | 1,057,828 | N/A       | 1,477,096 | 1,550,951 | 1,628,498 | 1,709,923 |

Note 1: Subscribers total includes all of DED Gov Delivery Subscribers, not just BCS Marketing.

Note 2: Projection based on a 5% increase year over year.

**7d. Provide a customer satisfaction measure, if available.**

BCS will create a ten question survey for stakeholders related to the program. Five questions will be common across the Division. Five questions will be specific to the activities of this program. The five common questions will be aggregated annually and benchmarked against a baseline for division-wide improvement. The five questions specific to the program will be aggregated annually and benchmarked against a baseline for improvements to this program.

**NEW DECISION ITEM**  
**RANK: \_\_\_\_\_ OF \_\_\_\_\_**

| <b>Department: Economic Development</b>   |                  | Budget Unit              | <b>41945C, 41955C and 41965C</b> |                                     |                       |
|---|------------------|--------------------------|----------------------------------|-------------------------------------|-----------------------|
| <b>Division: Business and Community Services</b>  |                  |                          |                                  |                                     |                       |
| <b>DI Name: Restoration of GR-Marketing, Sales, Finance Teams</b>   |                  | DI# 1419002              |                                  |                                     |                       |
| <b>1. AMOUNT OF REQUEST</b>   |                  |                          |                                  |                                     |                       |
| <b>FY 2019 Budget Request</b>   |                  |                          |                                  |                                     |                       |
|   | GR               | Federal                  | Other                            | Total                               |                       |
| PS  | 1,667,011        | 0                        | 0                                | 1,667,011                           |                       |
| EE  | 1,119,989        | 0                        | 0                                | 1,119,989                           |                       |
| PSD   | 463,000          | 0                        | 0                                | 463,000                             |                       |
| TRF   | 0                | 0                        | 0                                | 0                                   |                       |
| <b>Total</b>  | <b>3,250,000</b> | <b>0</b>                 | <b>0</b>                         | <b>3,250,000</b>                    |                       |
| <b>FY 2019 Governor's Recommendation</b>  |                  |                          |                                  |                                     |                       |
|   | GR               | Federal                  | Other                            | Total                               |                       |
| PS  | 1,667,011        | 0                        | 0                                | 1,667,011                           |                       |
| EE  | 1,119,989        | 0                        | 0                                | 1,119,989                           |                       |
| PSD   | 463,000          | 0                        | 0                                | 463,000                             |                       |
| TRF   | 0                | 0                        | 0                                | 0                                   |                       |
| <b>Total</b>  | <b>3,250,000</b> | <b>0</b>                 | <b>0</b>                         | <b>3,250,000</b>                    |                       |
| FTE   | 32.64            | 0.00                     | 0.00                             | 32.64                               |                       |
| <b>Est. Fringe</b>  | 847,223          | 0                        | 0                                | 847,223                             |                       |
| <i>Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.</i>  |                  |                          |                                  |                                     |                       |
| <b>2. THIS REQUEST CAN BE CATEGORIZED AS:</b>   |                  |                          |                                  |                                     |                       |
| <input type="checkbox"/>  | New Legislation  | <input type="checkbox"/> | New Program                      | <input checked="" type="checkbox"/> | Fund Switch           |
| <input type="checkbox"/>  | Federal Mandate  | <input type="checkbox"/> | Program Expansion                | <input type="checkbox"/>            | Cost to Continue      |
| <input type="checkbox"/>  | GR Pick-Up       | <input type="checkbox"/> | Space Request                    | <input type="checkbox"/>            | Equipment Replacement |
| <input type="checkbox"/>  | Pay Plan         | <input type="checkbox"/> | Other:                           | <hr/>                               |                       |
| <b>3. WHY IS THIS FUNDING NEEDED? PROVIDE AN EXPLANATION FOR ITEMS CHECKED IN #2. INCLUDE THE FEDERAL OR STATE STATUTORY OR CONSTITUTIONAL AUTHORIZATION FOR THIS PROGRAM.</b>  |                  |                          |                                  |                                     |                       |
| <p>This New Decision Item is being requested in order to restore General Revenue funding for the Marketing, Sales and Finance Teams. In Fiscal Year 2018, several BCS budget appropriations originally funded by General Revenue were switched to be funded by the Economic Development Advancement Fund (0783). Based on estimated revenues, if the Business Recruitment and Marketing appropriation is restored, DED has determined that the EDAF fund will not be sustainable as the expenditures from EDAF will outpace the revenues.</p> <p>In order to continue to provide the critical services provided by the Marketing, Sales and Finance Teams, it is imperative that General Revenue funding is restored for both Personal Service and Expense and Equipment. If this New Decision Item is not approved, it is critical the EDAF appropriation be maintained.</p> |                  |                          |                                  |                                     |                       |

## NEW DECISION ITEM

RANK: \_\_\_\_\_ OF \_\_\_\_\_

| <b>Department:</b> Economic Development  | <b>Budget Unit</b> 41945C, 41955C and 41965C |                 |                 |                 |                  |                 |                  |                 |                                      |                 |                 |                 |                 |                 |                 |                 |                 |               |           |                |            |                  |              |                  |              |                     |                                 |         |      |  |  |  |  |         |      |                             |           |       |  |  |  |  |           |       |                               |         |      |  |  |  |  |         |      |                 |                  |              |          |            |          |            |                  |              |          |                   |         |  |  |  |  |  |         |  |               |         |  |  |  |  |  |         |  |                 |         |  |  |  |  |  |         |  |                 |                  |  |          |  |          |  |                  |  |          |                                      |         |  |  |  |  |  |         |  |                                  |       |  |  |  |  |  |       |  |                                    |       |  |  |  |  |  |       |  |                  |                |  |          |  |          |  |                |  |          |           |  |  |  |  |  |  |  |  |                  |          |  |          |  |          |  |          |  |          |                    |                  |              |          |            |          |            |                  |              |          |
|--|--|-----------------|-----------------|-----------------|------------------|-----------------|------------------|-----------------|--------------------------------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|---------------|-----------|----------------|------------|------------------|--------------|------------------|--------------|---------------------|---------------------------------|---------|------|--|--|--|--|---------|------|-----------------------------|-----------|-------|--|--|--|--|-----------|-------|-------------------------------|---------|------|--|--|--|--|---------|------|-----------------|------------------|--------------|----------|------------|----------|------------|------------------|--------------|----------|-------------------|---------|--|--|--|--|--|---------|--|---------------|---------|--|--|--|--|--|---------|--|-----------------|---------|--|--|--|--|--|---------|--|-----------------|------------------|--|----------|--|----------|--|------------------|--|----------|--------------------------------------|---------|--|--|--|--|--|---------|--|----------------------------------|-------|--|--|--|--|--|-------|--|------------------------------------|-------|--|--|--|--|--|-------|--|------------------|----------------|--|----------|--|----------|--|----------------|--|----------|-----------|--|--|--|--|--|--|--|--|------------------|----------|--|----------|--|----------|--|----------|--|----------|--------------------|------------------|--------------|----------|------------|----------|------------|------------------|--------------|----------|
| <b>Division:</b> Business and Community Services   |  |                 |                 |                 |                  |                 |                  |                 |                                      |                 |                 |                 |                 |                 |                 |                 |                 |               |           |                |            |                  |              |                  |              |                     |                                 |         |      |  |  |  |  |         |      |                             |           |       |  |  |  |  |           |       |                               |         |      |  |  |  |  |         |      |                 |                  |              |          |            |          |            |                  |              |          |                   |         |  |  |  |  |  |         |  |               |         |  |  |  |  |  |         |  |                 |         |  |  |  |  |  |         |  |                 |                  |  |          |  |          |  |                  |  |          |                                      |         |  |  |  |  |  |         |  |                                  |       |  |  |  |  |  |       |  |                                    |       |  |  |  |  |  |       |  |                  |                |  |          |  |          |  |                |  |          |           |  |  |  |  |  |  |  |  |                  |          |  |          |  |          |  |          |  |          |                    |                  |              |          |            |          |            |                  |              |          |
| <b>DI Name:</b> Restoration of GR-Marketing, Sales, Finance Teams  | <b>DI#</b> 1419002                           |                 |                 |                 |                  |                 |                  |                 |                                      |                 |                 |                 |                 |                 |                 |                 |                 |               |           |                |            |                  |              |                  |              |                     |                                 |         |      |  |  |  |  |         |      |                             |           |       |  |  |  |  |           |       |                               |         |      |  |  |  |  |         |      |                 |                  |              |          |            |          |            |                  |              |          |                   |         |  |  |  |  |  |         |  |               |         |  |  |  |  |  |         |  |                 |         |  |  |  |  |  |         |  |                 |                  |  |          |  |          |  |                  |  |          |                                      |         |  |  |  |  |  |         |  |                                  |       |  |  |  |  |  |       |  |                                    |       |  |  |  |  |  |       |  |                  |                |  |          |  |          |  |                |  |          |           |  |  |  |  |  |  |  |  |                  |          |  |          |  |          |  |          |  |          |                    |                  |              |          |            |          |            |                  |              |          |
| <p><b>4. DESCRIBE THE DETAILED ASSUMPTIONS USED TO DERIVE THE SPECIFIC REQUESTED AMOUNT. (How did you determine that the requested number of FTE were appropriate? From what source or standard did you derive the requested levels of funding? Were alternatives such as outsourcing or automation considered? If based on new legislation, does request tie to TAFP fiscal note? If not, explain why. Detail which portions of the request are one-times and how those amounts were calculated.)</b></p> <p>The specific amount was derived based on the FY18 fund switches from GR to EDAF for the Marketing, Sales and Finance Teams. Please see the EDAF Revenues Versus Expenditures Trend Chart under Number 7.</p>   |  |                 |                 |                 |                  |                 |                  |                 |                                      |                 |                 |                 |                 |                 |                 |                 |                 |               |           |                |            |                  |              |                  |              |                     |                                 |         |      |  |  |  |  |         |      |                             |           |       |  |  |  |  |           |       |                               |         |      |  |  |  |  |         |      |                 |                  |              |          |            |          |            |                  |              |          |                   |         |  |  |  |  |  |         |  |               |         |  |  |  |  |  |         |  |                 |         |  |  |  |  |  |         |  |                 |                  |  |          |  |          |  |                  |  |          |                                      |         |  |  |  |  |  |         |  |                                  |       |  |  |  |  |  |       |  |                                    |       |  |  |  |  |  |       |  |                  |                |  |          |  |          |  |                |  |          |           |  |  |  |  |  |  |  |  |                  |          |  |          |  |          |  |          |  |          |                    |                  |              |          |            |          |            |                  |              |          |
| <p><b>5. BREAK DOWN THE REQUEST BY BUDGET OBJECT CLASS, JOB CLASS, AND FUND SOURCE. IDENTIFY ONE-TIME COSTS.</b></p> <table border="1"> <thead> <tr> <th rowspan="2"><b>Budget Object Class/Job Class</b></th> <th><b>Dept Req</b></th> </tr> <tr> <th>GR<br/>DOLLARS</th> <th>GR<br/>FTE</th> <th>FED<br/>DOLLARS</th> <th>FED<br/>FTE</th> <th>OTHER<br/>DOLLARS</th> <th>OTHER<br/>FTE</th> <th>TOTAL<br/>DOLLARS</th> <th>TOTAL<br/>FTE</th> <th>One-Time<br/>DOLLARS</th> </tr> </thead> <tbody> <tr> <td>Marketing Team Personal Service</td> <td>178,739</td> <td>4.12</td> <td></td> <td></td> <td></td> <td></td> <td>178,739</td> <td>4.12</td> </tr> <tr> <td>Sales Team Personal Service</td> <td>1,262,415</td> <td>25.52</td> <td></td> <td></td> <td></td> <td></td> <td>1,262,415</td> <td>25.52</td> </tr> <tr> <td>Finance Team Personal Service</td> <td>225,857</td> <td>3.00</td> <td></td> <td></td> <td></td> <td></td> <td>225,857</td> <td>3.00</td> </tr> <tr> <td><b>Total PS</b></td> <td><b>1,667,011</b></td> <td><b>32.64</b></td> <td><b>0</b></td> <td><b>0.0</b></td> <td><b>0</b></td> <td><b>0.0</b></td> <td><b>1,667,011</b></td> <td><b>32.64</b></td> <td><b>0</b></td> </tr> <tr> <td>Marketing Team EE</td> <td>888,651</td> <td></td> <td></td> <td></td> <td></td> <td></td> <td>888,651</td> <td></td> </tr> <tr> <td>Sales Team EE</td> <td>124,020</td> <td></td> <td></td> <td></td> <td></td> <td></td> <td>124,020</td> <td></td> </tr> <tr> <td>Finance Team EE</td> <td>107,318</td> <td></td> <td></td> <td></td> <td></td> <td></td> <td>107,318</td> <td></td> </tr> <tr> <td><b>Total EE</b></td> <td><b>1,119,989</b></td> <td></td> <td><b>0</b></td> <td></td> <td><b>0</b></td> <td></td> <td><b>1,119,989</b></td> <td></td> <td><b>0</b></td> </tr> <tr> <td>Marketing Team Program Distributions</td> <td>450,000</td> <td></td> <td></td> <td></td> <td></td> <td></td> <td>450,000</td> <td></td> </tr> <tr> <td>Sales Team Program Distributions</td> <td>8,000</td> <td></td> <td></td> <td></td> <td></td> <td></td> <td>8,000</td> <td></td> </tr> <tr> <td>Finance Team Program Distributions</td> <td>5,000</td> <td></td> <td></td> <td></td> <td></td> <td></td> <td>5,000</td> <td></td> </tr> <tr> <td><b>Total PSD</b></td> <td><b>463,000</b></td> <td></td> <td><b>0</b></td> <td></td> <td><b>0</b></td> <td></td> <td><b>463,000</b></td> <td></td> <td><b>0</b></td> </tr> <tr> <td>Transfers</td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> </tr> <tr> <td><b>Total TRF</b></td> <td><b>0</b></td> <td></td> <td><b>0</b></td> <td></td> <td><b>0</b></td> <td></td> <td><b>0</b></td> <td></td> <td><b>0</b></td> </tr> <tr> <td><b>Grand Total</b></td> <td><b>3,250,000</b></td> <td><b>32.64</b></td> <td><b>0</b></td> <td><b>0.0</b></td> <td><b>0</b></td> <td><b>0.0</b></td> <td><b>3,250,000</b></td> <td><b>32.64</b></td> <td><b>0</b></td> </tr> </tbody> </table> |  |                 |                 |                 |                  |                 |                  |                 | <b>Budget Object Class/Job Class</b> | <b>Dept Req</b> | GR<br>DOLLARS | GR<br>FTE | FED<br>DOLLARS | FED<br>FTE | OTHER<br>DOLLARS | OTHER<br>FTE | TOTAL<br>DOLLARS | TOTAL<br>FTE | One-Time<br>DOLLARS | Marketing Team Personal Service | 178,739 | 4.12 |  |  |  |  | 178,739 | 4.12 | Sales Team Personal Service | 1,262,415 | 25.52 |  |  |  |  | 1,262,415 | 25.52 | Finance Team Personal Service | 225,857 | 3.00 |  |  |  |  | 225,857 | 3.00 | <b>Total PS</b> | <b>1,667,011</b> | <b>32.64</b> | <b>0</b> | <b>0.0</b> | <b>0</b> | <b>0.0</b> | <b>1,667,011</b> | <b>32.64</b> | <b>0</b> | Marketing Team EE | 888,651 |  |  |  |  |  | 888,651 |  | Sales Team EE | 124,020 |  |  |  |  |  | 124,020 |  | Finance Team EE | 107,318 |  |  |  |  |  | 107,318 |  | <b>Total EE</b> | <b>1,119,989</b> |  | <b>0</b> |  | <b>0</b> |  | <b>1,119,989</b> |  | <b>0</b> | Marketing Team Program Distributions | 450,000 |  |  |  |  |  | 450,000 |  | Sales Team Program Distributions | 8,000 |  |  |  |  |  | 8,000 |  | Finance Team Program Distributions | 5,000 |  |  |  |  |  | 5,000 |  | <b>Total PSD</b> | <b>463,000</b> |  | <b>0</b> |  | <b>0</b> |  | <b>463,000</b> |  | <b>0</b> | Transfers |  |  |  |  |  |  |  |  | <b>Total TRF</b> | <b>0</b> |  | <b>0</b> |  | <b>0</b> |  | <b>0</b> |  | <b>0</b> | <b>Grand Total</b> | <b>3,250,000</b> | <b>32.64</b> | <b>0</b> | <b>0.0</b> | <b>0</b> | <b>0.0</b> | <b>3,250,000</b> | <b>32.64</b> | <b>0</b> |
| <b>Budget Object Class/Job Class</b>   | <b>Dept Req</b>                              | <b>Dept Req</b> | <b>Dept Req</b> | <b>Dept Req</b> | <b>Dept Req</b>  | <b>Dept Req</b> | <b>Dept Req</b>  | <b>Dept Req</b> |                                      |                 |                 |                 |                 |                 |                 |                 |                 |               |           |                |            |                  |              |                  |              |                     |                                 |         |      |  |  |  |  |         |      |                             |           |       |  |  |  |  |           |       |                               |         |      |  |  |  |  |         |      |                 |                  |              |          |            |          |            |                  |              |          |                   |         |  |  |  |  |  |         |  |               |         |  |  |  |  |  |         |  |                 |         |  |  |  |  |  |         |  |                 |                  |  |          |  |          |  |                  |  |          |                                      |         |  |  |  |  |  |         |  |                                  |       |  |  |  |  |  |       |  |                                    |       |  |  |  |  |  |       |  |                  |                |  |          |  |          |  |                |  |          |           |  |  |  |  |  |  |  |  |                  |          |  |          |  |          |  |          |  |          |                    |                  |              |          |            |          |            |                  |              |          |
|  | GR<br>DOLLARS                                | GR<br>FTE       | FED<br>DOLLARS  | FED<br>FTE      | OTHER<br>DOLLARS | OTHER<br>FTE    | TOTAL<br>DOLLARS | TOTAL<br>FTE    | One-Time<br>DOLLARS                  |                 |                 |                 |                 |                 |                 |                 |                 |               |           |                |            |                  |              |                  |              |                     |                                 |         |      |  |  |  |  |         |      |                             |           |       |  |  |  |  |           |       |                               |         |      |  |  |  |  |         |      |                 |                  |              |          |            |          |            |                  |              |          |                   |         |  |  |  |  |  |         |  |               |         |  |  |  |  |  |         |  |                 |         |  |  |  |  |  |         |  |                 |                  |  |          |  |          |  |                  |  |          |                                      |         |  |  |  |  |  |         |  |                                  |       |  |  |  |  |  |       |  |                                    |       |  |  |  |  |  |       |  |                  |                |  |          |  |          |  |                |  |          |           |  |  |  |  |  |  |  |  |                  |          |  |          |  |          |  |          |  |          |                    |                  |              |          |            |          |            |                  |              |          |
| Marketing Team Personal Service  | 178,739                                      | 4.12            |                 |                 |                  |                 | 178,739          | 4.12            |                                      |                 |                 |                 |                 |                 |                 |                 |                 |               |           |                |            |                  |              |                  |              |                     |                                 |         |      |  |  |  |  |         |      |                             |           |       |  |  |  |  |           |       |                               |         |      |  |  |  |  |         |      |                 |                  |              |          |            |          |            |                  |              |          |                   |         |  |  |  |  |  |         |  |               |         |  |  |  |  |  |         |  |                 |         |  |  |  |  |  |         |  |                 |                  |  |          |  |          |  |                  |  |          |                                      |         |  |  |  |  |  |         |  |                                  |       |  |  |  |  |  |       |  |                                    |       |  |  |  |  |  |       |  |                  |                |  |          |  |          |  |                |  |          |           |  |  |  |  |  |  |  |  |                  |          |  |          |  |          |  |          |  |          |                    |                  |              |          |            |          |            |                  |              |          |
| Sales Team Personal Service  | 1,262,415                                    | 25.52           |                 |                 |                  |                 | 1,262,415        | 25.52           |                                      |                 |                 |                 |                 |                 |                 |                 |                 |               |           |                |            |                  |              |                  |              |                     |                                 |         |      |  |  |  |  |         |      |                             |           |       |  |  |  |  |           |       |                               |         |      |  |  |  |  |         |      |                 |                  |              |          |            |          |            |                  |              |          |                   |         |  |  |  |  |  |         |  |               |         |  |  |  |  |  |         |  |                 |         |  |  |  |  |  |         |  |                 |                  |  |          |  |          |  |                  |  |          |                                      |         |  |  |  |  |  |         |  |                                  |       |  |  |  |  |  |       |  |                                    |       |  |  |  |  |  |       |  |                  |                |  |          |  |          |  |                |  |          |           |  |  |  |  |  |  |  |  |                  |          |  |          |  |          |  |          |  |          |                    |                  |              |          |            |          |            |                  |              |          |
| Finance Team Personal Service  | 225,857                                      | 3.00            |                 |                 |                  |                 | 225,857          | 3.00            |                                      |                 |                 |                 |                 |                 |                 |                 |                 |               |           |                |            |                  |              |                  |              |                     |                                 |         |      |  |  |  |  |         |      |                             |           |       |  |  |  |  |           |       |                               |         |      |  |  |  |  |         |      |                 |                  |              |          |            |          |            |                  |              |          |                   |         |  |  |  |  |  |         |  |               |         |  |  |  |  |  |         |  |                 |         |  |  |  |  |  |         |  |                 |                  |  |          |  |          |  |                  |  |          |                                      |         |  |  |  |  |  |         |  |                                  |       |  |  |  |  |  |       |  |                                    |       |  |  |  |  |  |       |  |                  |                |  |          |  |          |  |                |  |          |           |  |  |  |  |  |  |  |  |                  |          |  |          |  |          |  |          |  |          |                    |                  |              |          |            |          |            |                  |              |          |
| <b>Total PS</b>  | <b>1,667,011</b>                             | <b>32.64</b>    | <b>0</b>        | <b>0.0</b>      | <b>0</b>         | <b>0.0</b>      | <b>1,667,011</b> | <b>32.64</b>    | <b>0</b>                             |                 |                 |                 |                 |                 |                 |                 |                 |               |           |                |            |                  |              |                  |              |                     |                                 |         |      |  |  |  |  |         |      |                             |           |       |  |  |  |  |           |       |                               |         |      |  |  |  |  |         |      |                 |                  |              |          |            |          |            |                  |              |          |                   |         |  |  |  |  |  |         |  |               |         |  |  |  |  |  |         |  |                 |         |  |  |  |  |  |         |  |                 |                  |  |          |  |          |  |                  |  |          |                                      |         |  |  |  |  |  |         |  |                                  |       |  |  |  |  |  |       |  |                                    |       |  |  |  |  |  |       |  |                  |                |  |          |  |          |  |                |  |          |           |  |  |  |  |  |  |  |  |                  |          |  |          |  |          |  |          |  |          |                    |                  |              |          |            |          |            |                  |              |          |
| Marketing Team EE  | 888,651                                      |                 |                 |                 |                  |                 | 888,651          |                 |                                      |                 |                 |                 |                 |                 |                 |                 |                 |               |           |                |            |                  |              |                  |              |                     |                                 |         |      |  |  |  |  |         |      |                             |           |       |  |  |  |  |           |       |                               |         |      |  |  |  |  |         |      |                 |                  |              |          |            |          |            |                  |              |          |                   |         |  |  |  |  |  |         |  |               |         |  |  |  |  |  |         |  |                 |         |  |  |  |  |  |         |  |                 |                  |  |          |  |          |  |                  |  |          |                                      |         |  |  |  |  |  |         |  |                                  |       |  |  |  |  |  |       |  |                                    |       |  |  |  |  |  |       |  |                  |                |  |          |  |          |  |                |  |          |           |  |  |  |  |  |  |  |  |                  |          |  |          |  |          |  |          |  |          |                    |                  |              |          |            |          |            |                  |              |          |
| Sales Team EE  | 124,020                                      |                 |                 |                 |                  |                 | 124,020          |                 |                                      |                 |                 |                 |                 |                 |                 |                 |                 |               |           |                |            |                  |              |                  |              |                     |                                 |         |      |  |  |  |  |         |      |                             |           |       |  |  |  |  |           |       |                               |         |      |  |  |  |  |         |      |                 |                  |              |          |            |          |            |                  |              |          |                   |         |  |  |  |  |  |         |  |               |         |  |  |  |  |  |         |  |                 |         |  |  |  |  |  |         |  |                 |                  |  |          |  |          |  |                  |  |          |                                      |         |  |  |  |  |  |         |  |                                  |       |  |  |  |  |  |       |  |                                    |       |  |  |  |  |  |       |  |                  |                |  |          |  |          |  |                |  |          |           |  |  |  |  |  |  |  |  |                  |          |  |          |  |          |  |          |  |          |                    |                  |              |          |            |          |            |                  |              |          |
| Finance Team EE  | 107,318                                      |                 |                 |                 |                  |                 | 107,318          |                 |                                      |                 |                 |                 |                 |                 |                 |                 |                 |               |           |                |            |                  |              |                  |              |                     |                                 |         |      |  |  |  |  |         |      |                             |           |       |  |  |  |  |           |       |                               |         |      |  |  |  |  |         |      |                 |                  |              |          |            |          |            |                  |              |          |                   |         |  |  |  |  |  |         |  |               |         |  |  |  |  |  |         |  |                 |         |  |  |  |  |  |         |  |                 |                  |  |          |  |          |  |                  |  |          |                                      |         |  |  |  |  |  |         |  |                                  |       |  |  |  |  |  |       |  |                                    |       |  |  |  |  |  |       |  |                  |                |  |          |  |          |  |                |  |          |           |  |  |  |  |  |  |  |  |                  |          |  |          |  |          |  |          |  |          |                    |                  |              |          |            |          |            |                  |              |          |
| <b>Total EE</b>  | <b>1,119,989</b>                             |                 | <b>0</b>        |                 | <b>0</b>         |                 | <b>1,119,989</b> |                 | <b>0</b>                             |                 |                 |                 |                 |                 |                 |                 |                 |               |           |                |            |                  |              |                  |              |                     |                                 |         |      |  |  |  |  |         |      |                             |           |       |  |  |  |  |           |       |                               |         |      |  |  |  |  |         |      |                 |                  |              |          |            |          |            |                  |              |          |                   |         |  |  |  |  |  |         |  |               |         |  |  |  |  |  |         |  |                 |         |  |  |  |  |  |         |  |                 |                  |  |          |  |          |  |                  |  |          |                                      |         |  |  |  |  |  |         |  |                                  |       |  |  |  |  |  |       |  |                                    |       |  |  |  |  |  |       |  |                  |                |  |          |  |          |  |                |  |          |           |  |  |  |  |  |  |  |  |                  |          |  |          |  |          |  |          |  |          |                    |                  |              |          |            |          |            |                  |              |          |
| Marketing Team Program Distributions   | 450,000                                      |                 |                 |                 |                  |                 | 450,000          |                 |                                      |                 |                 |                 |                 |                 |                 |                 |                 |               |           |                |            |                  |              |                  |              |                     |                                 |         |      |  |  |  |  |         |      |                             |           |       |  |  |  |  |           |       |                               |         |      |  |  |  |  |         |      |                 |                  |              |          |            |          |            |                  |              |          |                   |         |  |  |  |  |  |         |  |               |         |  |  |  |  |  |         |  |                 |         |  |  |  |  |  |         |  |                 |                  |  |          |  |          |  |                  |  |          |                                      |         |  |  |  |  |  |         |  |                                  |       |  |  |  |  |  |       |  |                                    |       |  |  |  |  |  |       |  |                  |                |  |          |  |          |  |                |  |          |           |  |  |  |  |  |  |  |  |                  |          |  |          |  |          |  |          |  |          |                    |                  |              |          |            |          |            |                  |              |          |
| Sales Team Program Distributions   | 8,000  |                 |                 |                 |                  |                 | 8,000            |                 |                                      |                 |                 |                 |                 |                 |                 |                 |                 |               |           |                |            |                  |              |                  |              |                     |                                 |         |      |  |  |  |  |         |      |                             |           |       |  |  |  |  |           |       |                               |         |      |  |  |  |  |         |      |                 |                  |              |          |            |          |            |                  |              |          |                   |         |  |  |  |  |  |         |  |               |         |  |  |  |  |  |         |  |                 |         |  |  |  |  |  |         |  |                 |                  |  |          |  |          |  |                  |  |          |                                      |         |  |  |  |  |  |         |  |                                  |       |  |  |  |  |  |       |  |                                    |       |  |  |  |  |  |       |  |                  |                |  |          |  |          |  |                |  |          |           |  |  |  |  |  |  |  |  |                  |          |  |          |  |          |  |          |  |          |                    |                  |              |          |            |          |            |                  |              |          |
| Finance Team Program Distributions   | 5,000  |                 |                 |                 |                  |                 | 5,000            |                 |                                      |                 |                 |                 |                 |                 |                 |                 |                 |               |           |                |            |                  |              |                  |              |                     |                                 |         |      |  |  |  |  |         |      |                             |           |       |  |  |  |  |           |       |                               |         |      |  |  |  |  |         |      |                 |                  |              |          |            |          |            |                  |              |          |                   |         |  |  |  |  |  |         |  |               |         |  |  |  |  |  |         |  |                 |         |  |  |  |  |  |         |  |                 |                  |  |          |  |          |  |                  |  |          |                                      |         |  |  |  |  |  |         |  |                                  |       |  |  |  |  |  |       |  |                                    |       |  |  |  |  |  |       |  |                  |                |  |          |  |          |  |                |  |          |           |  |  |  |  |  |  |  |  |                  |          |  |          |  |          |  |          |  |          |                    |                  |              |          |            |          |            |                  |              |          |
| <b>Total PSD</b>   | <b>463,000</b>                               |                 | <b>0</b>        |                 | <b>0</b>         |                 | <b>463,000</b>   |                 | <b>0</b>                             |                 |                 |                 |                 |                 |                 |                 |                 |               |           |                |            |                  |              |                  |              |                     |                                 |         |      |  |  |  |  |         |      |                             |           |       |  |  |  |  |           |       |                               |         |      |  |  |  |  |         |      |                 |                  |              |          |            |          |            |                  |              |          |                   |         |  |  |  |  |  |         |  |               |         |  |  |  |  |  |         |  |                 |         |  |  |  |  |  |         |  |                 |                  |  |          |  |          |  |                  |  |          |                                      |         |  |  |  |  |  |         |  |                                  |       |  |  |  |  |  |       |  |                                    |       |  |  |  |  |  |       |  |                  |                |  |          |  |          |  |                |  |          |           |  |  |  |  |  |  |  |  |                  |          |  |          |  |          |  |          |  |          |                    |                  |              |          |            |          |            |                  |              |          |
| Transfers  |  |                 |                 |                 |                  |                 |                  |                 |                                      |                 |                 |                 |                 |                 |                 |                 |                 |               |           |                |            |                  |              |                  |              |                     |                                 |         |      |  |  |  |  |         |      |                             |           |       |  |  |  |  |           |       |                               |         |      |  |  |  |  |         |      |                 |                  |              |          |            |          |            |                  |              |          |                   |         |  |  |  |  |  |         |  |               |         |  |  |  |  |  |         |  |                 |         |  |  |  |  |  |         |  |                 |                  |  |          |  |          |  |                  |  |          |                                      |         |  |  |  |  |  |         |  |                                  |       |  |  |  |  |  |       |  |                                    |       |  |  |  |  |  |       |  |                  |                |  |          |  |          |  |                |  |          |           |  |  |  |  |  |  |  |  |                  |          |  |          |  |          |  |          |  |          |                    |                  |              |          |            |          |            |                  |              |          |
| <b>Total TRF</b>   | <b>0</b>                                     |                 | <b>0</b>        |                 | <b>0</b>         |                 | <b>0</b>         |                 | <b>0</b>                             |                 |                 |                 |                 |                 |                 |                 |                 |               |           |                |            |                  |              |                  |              |                     |                                 |         |      |  |  |  |  |         |      |                             |           |       |  |  |  |  |           |       |                               |         |      |  |  |  |  |         |      |                 |                  |              |          |            |          |            |                  |              |          |                   |         |  |  |  |  |  |         |  |               |         |  |  |  |  |  |         |  |                 |         |  |  |  |  |  |         |  |                 |                  |  |          |  |          |  |                  |  |          |                                      |         |  |  |  |  |  |         |  |                                  |       |  |  |  |  |  |       |  |                                    |       |  |  |  |  |  |       |  |                  |                |  |          |  |          |  |                |  |          |           |  |  |  |  |  |  |  |  |                  |          |  |          |  |          |  |          |  |          |                    |                  |              |          |            |          |            |                  |              |          |
| <b>Grand Total</b>   | <b>3,250,000</b>                             | <b>32.64</b>    | <b>0</b>        | <b>0.0</b>      | <b>0</b>         | <b>0.0</b>      | <b>3,250,000</b> | <b>32.64</b>    | <b>0</b>                             |                 |                 |                 |                 |                 |                 |                 |                 |               |           |                |            |                  |              |                  |              |                     |                                 |         |      |  |  |  |  |         |      |                             |           |       |  |  |  |  |           |       |                               |         |      |  |  |  |  |         |      |                 |                  |              |          |            |          |            |                  |              |          |                   |         |  |  |  |  |  |         |  |               |         |  |  |  |  |  |         |  |                 |         |  |  |  |  |  |         |  |                 |                  |  |          |  |          |  |                  |  |          |                                      |         |  |  |  |  |  |         |  |                                  |       |  |  |  |  |  |       |  |                                    |       |  |  |  |  |  |       |  |                  |                |  |          |  |          |  |                |  |          |           |  |  |  |  |  |  |  |  |                  |          |  |          |  |          |  |          |  |          |                    |                  |              |          |            |          |            |                  |              |          |

**NEW DECISION ITEM**  
**RANK: \_\_\_\_\_ OF \_\_\_\_\_**

| <b>Department:</b> Economic Development                           |                                   |                               |                                    |                                |                                      |                                  | <b>Budget Unit</b>                   |                                  | <b>41945C, 41955C and 41965C</b>        |          |
|---|-----------------------------------|-------------------------------|------------------------------------|--------------------------------|--------------------------------------|----------------------------------|--------------------------------------|----------------------------------|---|----------|
| <b>Division:</b> Business and Community Services                  |                                   |                               |                                    |                                |                                      |                                  |                                      |                                  |   |          |
| <b>DI Name:</b> Restoration of GR-Marketing, Sales, Finance Teams |                                   |                               | DI# 1419002                        |                                |                                      |                                  |                                      |                                  |   |          |
| <b>Budget Object Class/Job Class</b>                              | <b>Gov Rec<br/>GR<br/>DOLLARS</b> | <b>Gov Rec<br/>GR<br/>FTE</b> | <b>Gov Rec<br/>FED<br/>DOLLARS</b> | <b>Gov Rec<br/>FED<br/>FTE</b> | <b>Gov Rec<br/>OTHER<br/>DOLLARS</b> | <b>Gov Rec<br/>OTHER<br/>FTE</b> | <b>Gov Rec<br/>TOTAL<br/>DOLLARS</b> | <b>Gov Rec<br/>TOTAL<br/>FTE</b> | <b>Gov Rec<br/>One-Time<br/>DOLLARS</b> |          |
| Marketing Team PS   | 178,739                           | 4.12                          |                                    |                                |                                      |                                  | 178,739                              | 4.12                             |   |          |
| Sales Team PS   | 1,262,415                         | 25.52                         |                                    |                                |                                      |                                  | 1,262,415                            | 25.52                            |   |          |
| Finance Team PS   | 225,857                           | 3.00                          |                                    |                                |                                      |                                  | 225,857                              | 3.00                             |   |          |
| <b>Total PS</b>   | <b>1,667,011</b>                  | <b>32.64</b>                  |                                    | <b>0</b>                       | <b>0.0</b>                           | <b>0.0</b>                       | <b>1,667,011</b>                     | <b>32.64</b>                     |   | <b>0</b> |
| Marketing Team EE   | 888,651                           |                               |                                    |                                |                                      |                                  | 888,651                              |                                  |   |          |
| Sales Team EE   | 124,020                           |                               |                                    |                                |                                      |                                  | 124,020                              |                                  |   |          |
| Finance Team EE   | 107,318                           |                               |                                    |                                |                                      |                                  | 107,318                              |                                  |   |          |
| <b>Total EE</b>   | <b>1,119,989</b>                  |                               |                                    | <b>0</b>                       |                                      | <b>0</b>                         | <b>1,119,989</b>                     |                                  |   | <b>0</b> |
| Marketing Team Program Distributions                              | 450,000                           |                               |                                    |                                |                                      |                                  | 450,000                              |                                  |   |          |
| Sales Team Program Distributions                                  | 8,000                             |                               |                                    |                                |                                      |                                  | 8,000                                |                                  |   |          |
| Finance Team Distributions  | 5,000                             |                               |                                    |                                |                                      |                                  | 5,000                                |                                  |   |          |
| <b>Total PSD</b>  | <b>463,000</b>                    |                               |                                    | <b>0</b>                       |                                      | <b>0</b>                         | <b>463,000</b>                       |                                  |   | <b>0</b> |
| Transfers   |                                   |                               |                                    |                                |                                      |                                  |                                      |                                  |   |          |
| <b>Total TRF</b>  | <b>0</b>                          |                               | <b>0</b>                           |                                | <b>0</b>                             |                                  | <b>0</b>                             |                                  |   | <b>0</b> |
| <b>Grand Total</b>  | <b>3,250,000</b>                  | <b>32.64</b>                  |                                    | <b>0</b>                       | <b>0.0</b>                           | <b>0.0</b>                       | <b>3,250,000</b>                     | <b>32.64</b>                     |   | <b>0</b> |

**NEW DECISION ITEM**  
**RANK: \_\_\_\_\_ OF \_\_\_\_\_**

|   |                    |                                  |
|---|--------------------|----------------------------------|
| <b>Department:</b> Economic Development                           | <b>Budget Unit</b> | <b>41945C, 41955C and 41965C</b> |
| <b>Division:</b> Business and Community Services                  |                    |                                  |
| <b>DI Name:</b> Restoration of GR-Marketing, Sales, Finance Teams | <b>DI#</b>         | <b>1419002</b>                   |

**6. PERFORMANCE MEASURES (If new decision item has an associated core, separately identify projected performance with & without additional funding.)**

**6a. Provide an effectiveness measure.**

Refer to the Core Decision Item forms for the Marketing, Sales and Finance Teams effectiveness measures.

**6c. Provide the number of clients/individuals served, if applicable.**

Refer to the Core Decision Item forms for the Marketing, Sales and Finance Teams number of clients served.

**6b. Provide an efficiency measure.**

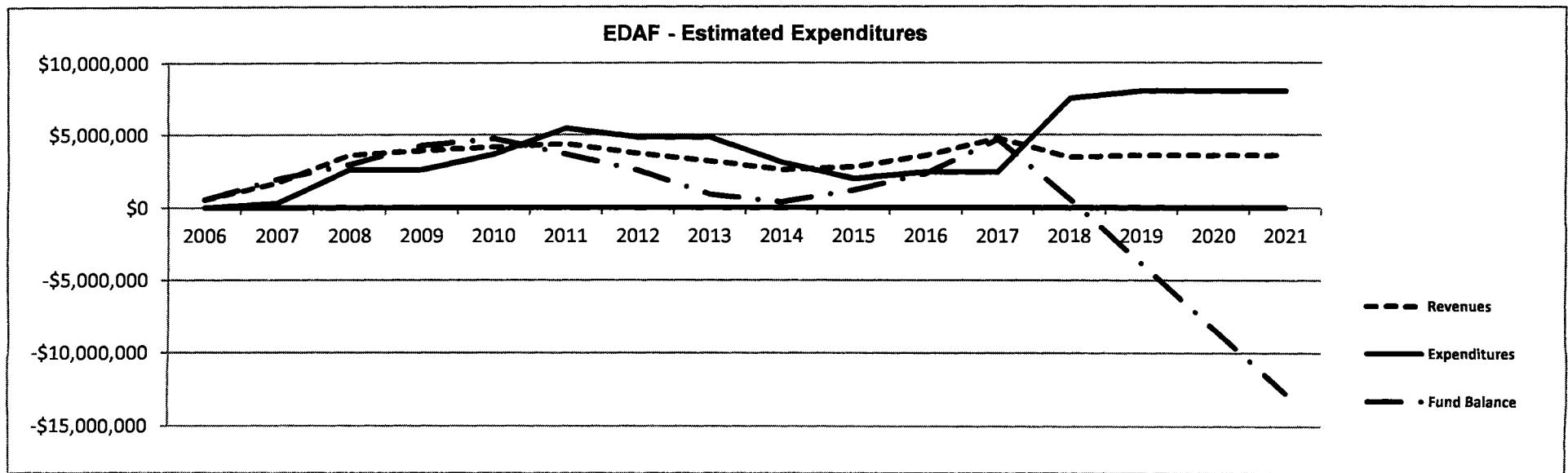
Refer to the Core Decision Item forms for the Marketing, Sales and Finance Teams efficiency measures.

**6d. Provide a customer satisfaction measure, if available.**

Refer to the Core Decision Item forms for the Marketing, Sales and Finance Teams customer satisfaction.

**7. STRATEGIES TO ACHIEVE THE PERFORMANCE MEASUREMENT TARGETS:**

The chart below demonstrates that Expenditures will out pace Revenues if the Business Recruitment and Marketing appropriation is restored and the BCS Marketing, Sales and Finance Teams and International Trade & Investment Offices Fund Switches are not made in FY19.



**DEPARTMENT OF ECONOMIC DEVELOPMENT**
**DECISION ITEM DETAIL**

| Budget Unit                             | FY 2017    | FY 2017     | FY 2018    | FY 2018     | FY 2019            | FY 2019     | FY 2019            | FY 2019     |
|---|------------|-------------|------------|-------------|--------------------|-------------|--------------------|-------------|
| Decision Item                           | ACTUAL     | ACTUAL      | BUDGET     | BUDGET      | DEPT REQ           | DEPT REQ    | GOV REC            | GOV REC     |
| Budget Object Class                     | DOLLAR     | FTE         | DOLLAR     | FTE         | DOLLAR             | FTE         | DOLLAR             | FTE         |
| <b>MARKETING</b>                        |            |             |            |             |                    |             |                    |             |
| Restore GR-Mktg/Sales/Finance - 1419002 |            |             |            |             |                    |             |                    |             |
| ADMIN OFFICE SUPPORT ASSISTANT          | 0          | 0.00        | 0          | 0.00        | 4,029              | 0.13        | 4,029              | 0.13        |
| MARKETING SPECIALIST I                  | 0          | 0.00        | 0          | 0.00        | 26,683             | 0.50        | 26,683             | 0.50        |
| MARKETING SPECIALIST II                 | 0          | 0.00        | 0          | 0.00        | 27,599             | 0.38        | 27,599             | 0.38        |
| MARKETING SPECIALIST III                | 0          | 0.00        | 0          | 0.00        | 92,435             | 3.00        | 92,435             | 3.00        |
| COMMUNITY & ECONOMIC DEV MGRB1          | 0          | 0.00        | 0          | 0.00        | 13,275             | 0.05        | 13,275             | 0.05        |
| DIVISION DIRECTOR                       | 0          | 0.00        | 0          | 0.00        | 6,070              | 0.06        | 6,070              | 0.06        |
| DESIGNATED PRINCIPAL ASST DIV           | 0          | 0.00        | 0          | 0.00        | 8,648              | 0.00        | 8,648              | 0.00        |
| <b>TOTAL - PS</b>                       | <b>0</b>   | <b>0.00</b> | <b>0</b>   | <b>0.00</b> | <b>178,739</b>     | <b>4.12</b> | <b>178,739</b>     | <b>4.12</b> |
| TRAVEL, IN-STATE                        | 0          | 0.00        | 0          | 0.00        | 87,564             | 0.00        | 87,564             | 0.00        |
| TRAVEL, OUT-OF-STATE                    | 0          | 0.00        | 0          | 0.00        | 5,360              | 0.00        | 5,360              | 0.00        |
| FUEL & UTILITIES                        | 0          | 0.00        | 0          | 0.00        | 3,508              | 0.00        | 3,508              | 0.00        |
| SUPPLIES                                | 0          | 0.00        | 0          | 0.00        | 131,118            | 0.00        | 131,118            | 0.00        |
| PROFESSIONAL DEVELOPMENT                | 0          | 0.00        | 0          | 0.00        | 141,357            | 0.00        | 141,357            | 0.00        |
| COMMUNICATION SERV & SUPP               | 0          | 0.00        | 0          | 0.00        | 180,788            | 0.00        | 180,788            | 0.00        |
| PROFESSIONAL SERVICES                   | 0          | 0.00        | 0          | 0.00        | 290,755            | 0.00        | 290,755            | 0.00        |
| M&R SERVICES                            | 0          | 0.00        | 0          | 0.00        | 15,000             | 0.00        | 15,000             | 0.00        |
| MOTORIZED EQUIPMENT                     | 0          | 0.00        | 0          | 0.00        | 2,000              | 0.00        | 2,000              | 0.00        |
| OFFICE EQUIPMENT                        | 0          | 0.00        | 0          | 0.00        | 11,508             | 0.00        | 11,508             | 0.00        |
| OTHER EQUIPMENT                         | 0          | 0.00        | 0          | 0.00        | 10,408             | 0.00        | 10,408             | 0.00        |
| PROPERTY & IMPROVEMENTS                 | 0          | 0.00        | 0          | 0.00        | 1,000              | 0.00        | 1,000              | 0.00        |
| BUILDING LEASE PAYMENTS                 | 0          | 0.00        | 0          | 0.00        | 3,122              | 0.00        | 3,122              | 0.00        |
| EQUIPMENT RENTALS & LEASES              | 0          | 0.00        | 0          | 0.00        | 2,079              | 0.00        | 2,079              | 0.00        |
| MISCELLANEOUS EXPENSES                  | 0          | 0.00        | 0          | 0.00        | 2,084              | 0.00        | 2,084              | 0.00        |
| REBILLABLE EXPENSES                     | 0          | 0.00        | 0          | 0.00        | 1,000              | 0.00        | 1,000              | 0.00        |
| <b>TOTAL - EE</b>                       | <b>0</b>   | <b>0.00</b> | <b>0</b>   | <b>0.00</b> | <b>888,651</b>     | <b>0.00</b> | <b>888,651</b>     | <b>0.00</b> |
| PROGRAM DISTRIBUTIONS                   | 0          | 0.00        | 0          | 0.00        | 450,000            | 0.00        | 450,000            | 0.00        |
| <b>TOTAL - PD</b>                       | <b>0</b>   | <b>0.00</b> | <b>0</b>   | <b>0.00</b> | <b>450,000</b>     | <b>0.00</b> | <b>450,000</b>     | <b>0.00</b> |
| <b>GRAND TOTAL</b>                      | <b>\$0</b> | <b>0.00</b> | <b>\$0</b> | <b>0.00</b> | <b>\$1,517,390</b> | <b>4.12</b> | <b>\$1,517,390</b> | <b>4.12</b> |
| GENERAL REVENUE                         | \$0        | 0.00        | \$0        | 0.00        | \$1,517,390        | 4.12        | \$1,517,390        | 4.12        |
| FEDERAL FUNDS                           | \$0        | 0.00        | \$0        | 0.00        | \$0                | 0.00        | \$0                | 0.00        |
| OTHER FUNDS                             | \$0        | 0.00        | \$0        | 0.00        | \$0                | 0.00        | \$0                | 0.00        |

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## CORE DECISION ITEM

| <b>Department:</b>  | <b>Economic Development</b>            |          |              | <b>Budget Unit</b>   | <b>41955C</b>          |      |      |      |                    |         |       |       |       |  |   |       |       |     |      |      |      |      |                    |   |   |       |       |     |   |   |   |   |              |          |          |              |              |  |  |  |  |  |                                   |  |  |  |    |     |       |       |    |   |   |       |       |    |   |   |   |   |     |   |   |   |   |     |   |   |   |   |              |          |          |              |              |
|---|--|----------|--------------|--|------------------------|------|------|------|--------------------|---------|-------|-------|-------|--|---|-------|-------|-----|------|------|------|------|--------------------|---|---|-------|-------|-----|---|---|---|---|--------------|----------|----------|--------------|--------------|--|--|--|--|--|-----------------------------------|--|--|--|----|-----|-------|-------|----|---|---|-------|-------|----|---|---|---|---|-----|---|---|---|---|-----|---|---|---|---|--------------|----------|----------|--------------|--------------|
| <b>Division:</b>  | <b>Business and Community Services</b> |          |              |  |                        |      |      |      |                    |         |       |       |       |  |   |       |       |     |      |      |      |      |                    |   |   |       |       |     |   |   |   |   |              |          |          |              |              |  |  |  |  |  |                                   |  |  |  |    |     |       |       |    |   |   |       |       |    |   |   |   |   |     |   |   |   |   |     |   |   |   |   |              |          |          |              |              |
| <b>Core:</b>  | <b>Sales Team</b>                      |          |              |  |                        |      |      |      |                    |         |       |       |       |  |   |       |       |     |      |      |      |      |                    |   |   |       |       |     |   |   |   |   |              |          |          |              |              |  |  |  |  |  |                                   |  |  |  |    |     |       |       |    |   |   |       |       |    |   |   |   |   |     |   |   |   |   |     |   |   |   |   |              |          |          |              |              |
| <b>1. CORE FINANCIAL SUMMARY</b>  |  |          |              |  |                        |      |      |      |                    |         |       |       |       |  |   |       |       |     |      |      |      |      |                    |   |   |       |       |     |   |   |   |   |              |          |          |              |              |  |  |  |  |  |                                   |  |  |  |    |     |       |       |    |   |   |       |       |    |   |   |   |   |     |   |   |   |   |     |   |   |   |   |              |          |          |              |              |
| <table border="1"> <thead> <tr> <th></th> <th colspan="3">FY 2019 Budget Request</th> </tr> <tr> <th></th> <th>GR</th> <th>Federal</th> <th>Other</th> <th>Total</th> </tr> </thead> <tbody> <tr> <td>PS</td> <td>0</td> <td>0</td> <td>7,088</td> <td>7,088</td> </tr> <tr> <td>EE</td> <td>0</td> <td>0</td> <td>0</td> <td>0</td> </tr> <tr> <td>PSD</td> <td>0</td> <td>0</td> <td>0</td> <td>0</td> </tr> <tr> <td>TRF</td> <td>0</td> <td>0</td> <td>0</td> <td>0</td> </tr> <tr> <td><b>Total</b></td> <td><b>0</b></td> <td><b>0</b></td> <td><b>7,088</b></td> <td><b>7,088</b></td> </tr> </tbody> </table>   |  |          |              |  | FY 2019 Budget Request |      |      |      | GR                 | Federal | Other | Total | PS    | 0  | 0 | 7,088 | 7,088 | EE  | 0    | 0    | 0    | 0    | PSD                | 0 | 0 | 0     | 0     | TRF | 0 | 0 | 0 | 0 | <b>Total</b> | <b>0</b> | <b>0</b> | <b>7,088</b> | <b>7,088</b> | <table border="1"> <thead> <tr> <th></th> <th colspan="3">FY 2019 Governor's Recommendation</th> </tr> <tr> <th></th> <th>GR</th> <th>Fed</th> <th>Other</th> <th>Total</th> </tr> </thead> <tbody> <tr> <td>PS</td> <td>0</td> <td>0</td> <td>7,088</td> <td>7,088</td> </tr> <tr> <td>EE</td> <td>0</td> <td>0</td> <td>0</td> <td>0</td> </tr> <tr> <td>PSD</td> <td>0</td> <td>0</td> <td>0</td> <td>0</td> </tr> <tr> <td>TRF</td> <td>0</td> <td>0</td> <td>0</td> <td>0</td> </tr> <tr> <td><b>Total</b></td> <td><b>0</b></td> <td><b>0</b></td> <td><b>7,088</b></td> <td><b>7,088</b></td> </tr> </tbody> </table> |  |  |  |  | FY 2019 Governor's Recommendation |  |  |  | GR | Fed | Other | Total | PS | 0 | 0 | 7,088 | 7,088 | EE | 0 | 0 | 0 | 0 | PSD | 0 | 0 | 0 | 0 | TRF | 0 | 0 | 0 | 0 | <b>Total</b> | <b>0</b> | <b>0</b> | <b>7,088</b> | <b>7,088</b> |
|   | FY 2019 Budget Request                 |          |              |  |                        |      |      |      |                    |         |       |       |       |  |   |       |       |     |      |      |      |      |                    |   |   |       |       |     |   |   |   |   |              |          |          |              |              |  |  |  |  |  |                                   |  |  |  |    |     |       |       |    |   |   |       |       |    |   |   |   |   |     |   |   |   |   |     |   |   |   |   |              |          |          |              |              |
|   | GR                                     | Federal  | Other        | Total  |                        |      |      |      |                    |         |       |       |       |  |   |       |       |     |      |      |      |      |                    |   |   |       |       |     |   |   |   |   |              |          |          |              |              |  |  |  |  |  |                                   |  |  |  |    |     |       |       |    |   |   |       |       |    |   |   |   |   |     |   |   |   |   |     |   |   |   |   |              |          |          |              |              |
| PS  | 0                                      | 0        | 7,088        | 7,088  |                        |      |      |      |                    |         |       |       |       |  |   |       |       |     |      |      |      |      |                    |   |   |       |       |     |   |   |   |   |              |          |          |              |              |  |  |  |  |  |                                   |  |  |  |    |     |       |       |    |   |   |       |       |    |   |   |   |   |     |   |   |   |   |     |   |   |   |   |              |          |          |              |              |
| EE  | 0                                      | 0        | 0            | 0  |                        |      |      |      |                    |         |       |       |       |  |   |       |       |     |      |      |      |      |                    |   |   |       |       |     |   |   |   |   |              |          |          |              |              |  |  |  |  |  |                                   |  |  |  |    |     |       |       |    |   |   |       |       |    |   |   |   |   |     |   |   |   |   |     |   |   |   |   |              |          |          |              |              |
| PSD   | 0                                      | 0        | 0            | 0  |                        |      |      |      |                    |         |       |       |       |  |   |       |       |     |      |      |      |      |                    |   |   |       |       |     |   |   |   |   |              |          |          |              |              |  |  |  |  |  |                                   |  |  |  |    |     |       |       |    |   |   |       |       |    |   |   |   |   |     |   |   |   |   |     |   |   |   |   |              |          |          |              |              |
| TRF   | 0                                      | 0        | 0            | 0  |                        |      |      |      |                    |         |       |       |       |  |   |       |       |     |      |      |      |      |                    |   |   |       |       |     |   |   |   |   |              |          |          |              |              |  |  |  |  |  |                                   |  |  |  |    |     |       |       |    |   |   |       |       |    |   |   |   |   |     |   |   |   |   |     |   |   |   |   |              |          |          |              |              |
| <b>Total</b>  | <b>0</b>                               | <b>0</b> | <b>7,088</b> | <b>7,088</b>   |                        |      |      |      |                    |         |       |       |       |  |   |       |       |     |      |      |      |      |                    |   |   |       |       |     |   |   |   |   |              |          |          |              |              |  |  |  |  |  |                                   |  |  |  |    |     |       |       |    |   |   |       |       |    |   |   |   |   |     |   |   |   |   |     |   |   |   |   |              |          |          |              |              |
|   | FY 2019 Governor's Recommendation      |          |              |  |                        |      |      |      |                    |         |       |       |       |  |   |       |       |     |      |      |      |      |                    |   |   |       |       |     |   |   |   |   |              |          |          |              |              |  |  |  |  |  |                                   |  |  |  |    |     |       |       |    |   |   |       |       |    |   |   |   |   |     |   |   |   |   |     |   |   |   |   |              |          |          |              |              |
|   | GR                                     | Fed      | Other        | Total  |                        |      |      |      |                    |         |       |       |       |  |   |       |       |     |      |      |      |      |                    |   |   |       |       |     |   |   |   |   |              |          |          |              |              |  |  |  |  |  |                                   |  |  |  |    |     |       |       |    |   |   |       |       |    |   |   |   |   |     |   |   |   |   |     |   |   |   |   |              |          |          |              |              |
| PS  | 0                                      | 0        | 7,088        | 7,088  |                        |      |      |      |                    |         |       |       |       |  |   |       |       |     |      |      |      |      |                    |   |   |       |       |     |   |   |   |   |              |          |          |              |              |  |  |  |  |  |                                   |  |  |  |    |     |       |       |    |   |   |       |       |    |   |   |   |   |     |   |   |   |   |     |   |   |   |   |              |          |          |              |              |
| EE  | 0                                      | 0        | 0            | 0  |                        |      |      |      |                    |         |       |       |       |  |   |       |       |     |      |      |      |      |                    |   |   |       |       |     |   |   |   |   |              |          |          |              |              |  |  |  |  |  |                                   |  |  |  |    |     |       |       |    |   |   |       |       |    |   |   |   |   |     |   |   |   |   |     |   |   |   |   |              |          |          |              |              |
| PSD   | 0                                      | 0        | 0            | 0  |                        |      |      |      |                    |         |       |       |       |  |   |       |       |     |      |      |      |      |                    |   |   |       |       |     |   |   |   |   |              |          |          |              |              |  |  |  |  |  |                                   |  |  |  |    |     |       |       |    |   |   |       |       |    |   |   |   |   |     |   |   |   |   |     |   |   |   |   |              |          |          |              |              |
| TRF   | 0                                      | 0        | 0            | 0  |                        |      |      |      |                    |         |       |       |       |  |   |       |       |     |      |      |      |      |                    |   |   |       |       |     |   |   |   |   |              |          |          |              |              |  |  |  |  |  |                                   |  |  |  |    |     |       |       |    |   |   |       |       |    |   |   |   |   |     |   |   |   |   |     |   |   |   |   |              |          |          |              |              |
| <b>Total</b>  | <b>0</b>                               | <b>0</b> | <b>7,088</b> | <b>7,088</b>   |                        |      |      |      |                    |         |       |       |       |  |   |       |       |     |      |      |      |      |                    |   |   |       |       |     |   |   |   |   |              |          |          |              |              |  |  |  |  |  |                                   |  |  |  |    |     |       |       |    |   |   |       |       |    |   |   |   |   |     |   |   |   |   |     |   |   |   |   |              |          |          |              |              |
| <table border="1"> <thead> <tr> <th>FTE</th> <th>0.00</th> <th>0.00</th> <th>0.25</th> <th>0.25</th> </tr> </thead> <tbody> <tr> <td><b>Est. Fringe</b></td> <td>0</td> <td>0</td> <td>4,682</td> <td>4,682</td> </tr> </tbody> </table>  |  |          |              | FTE  | 0.00                   | 0.00 | 0.25 | 0.25 | <b>Est. Fringe</b> | 0       | 0     | 4,682 | 4,682 | <table border="1"> <thead> <tr> <th>FTE</th> <th>0.00</th> <th>0.00</th> <th>0.25</th> <th>0.25</th> </tr> </thead> <tbody> <tr> <td><b>Est. Fringe</b></td> <td>0</td> <td>0</td> <td>4,682</td> <td>4,682</td> </tr> </tbody> </table> |   |       |       | FTE | 0.00 | 0.00 | 0.25 | 0.25 | <b>Est. Fringe</b> | 0 | 0 | 4,682 | 4,682 |     |   |   |   |   |              |          |          |              |              |  |  |  |  |  |                                   |  |  |  |    |     |       |       |    |   |   |       |       |    |   |   |   |   |     |   |   |   |   |     |   |   |   |   |              |          |          |              |              |
| FTE   | 0.00                                   | 0.00     | 0.25         | 0.25   |                        |      |      |      |                    |         |       |       |       |  |   |       |       |     |      |      |      |      |                    |   |   |       |       |     |   |   |   |   |              |          |          |              |              |  |  |  |  |  |                                   |  |  |  |    |     |       |       |    |   |   |       |       |    |   |   |   |   |     |   |   |   |   |     |   |   |   |   |              |          |          |              |              |
| <b>Est. Fringe</b>  | 0                                      | 0        | 4,682        | 4,682  |                        |      |      |      |                    |         |       |       |       |  |   |       |       |     |      |      |      |      |                    |   |   |       |       |     |   |   |   |   |              |          |          |              |              |  |  |  |  |  |                                   |  |  |  |    |     |       |       |    |   |   |       |       |    |   |   |   |   |     |   |   |   |   |     |   |   |   |   |              |          |          |              |              |
| FTE   | 0.00                                   | 0.00     | 0.25         | 0.25   |                        |      |      |      |                    |         |       |       |       |  |   |       |       |     |      |      |      |      |                    |   |   |       |       |     |   |   |   |   |              |          |          |              |              |  |  |  |  |  |                                   |  |  |  |    |     |       |       |    |   |   |       |       |    |   |   |   |   |     |   |   |   |   |     |   |   |   |   |              |          |          |              |              |
| <b>Est. Fringe</b>  | 0                                      | 0        | 4,682        | 4,682  |                        |      |      |      |                    |         |       |       |       |  |   |       |       |     |      |      |      |      |                    |   |   |       |       |     |   |   |   |   |              |          |          |              |              |  |  |  |  |  |                                   |  |  |  |    |     |       |       |    |   |   |       |       |    |   |   |   |   |     |   |   |   |   |     |   |   |   |   |              |          |          |              |              |
| <p>Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.</p>  |  |          |              | <p>Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.</p> |                        |      |      |      |                    |         |       |       |       |  |   |       |       |     |      |      |      |      |                    |   |   |       |       |     |   |   |   |   |              |          |          |              |              |  |  |  |  |  |                                   |  |  |  |    |     |       |       |    |   |   |       |       |    |   |   |   |   |     |   |   |   |   |     |   |   |   |   |              |          |          |              |              |
| Other Funds: Economic Development Administrative Revolving Fund (0547)<br>Economic Development Advancement Fund (0783)  |  |          |              | Other Funds: Economic Development Administrative Revolving Fund (0547)<br>Economic Development Advancement Fund (0783)                 |                        |      |      |      |                    |         |       |       |       |  |   |       |       |     |      |      |      |      |                    |   |   |       |       |     |   |   |   |   |              |          |          |              |              |  |  |  |  |  |                                   |  |  |  |    |     |       |       |    |   |   |       |       |    |   |   |   |   |     |   |   |   |   |     |   |   |   |   |              |          |          |              |              |
| <b>2. CORE DESCRIPTION</b>  |  |          |              |  |                        |      |      |      |                    |         |       |       |       |  |   |       |       |     |      |      |      |      |                    |   |   |       |       |     |   |   |   |   |              |          |          |              |              |  |  |  |  |  |                                   |  |  |  |    |     |       |       |    |   |   |       |       |    |   |   |   |   |     |   |   |   |   |     |   |   |   |   |              |          |          |              |              |
| <p>The Sales Team, within the Division of Business and Community Services (BCS), is responsible for facilitating and assisting the expansion of existing businesses in Missouri, international development and export trade, and new business startups. With a knowledge of real estate and site selection opportunities, available workforce, utilities, permitting and local, state and federal resources and incentives, Regional Project Managers work with existing business and new business startups. Regional International Trade Managers work with businesses to facilitate exporting and international business opportunities. Both professional staff work in the field to gain in-depth knowledge of the needs and opportunities of the businesses within that region. Regions covered by Sales staff include in-state, national and international.</p> <p>BCS serves as a partner in the economic development professional community to facilitate the expansion of existing business in the State; to facilitate international development and export trade; and to facilitate the startup of new business in the State. BCS also partners with the contracted business recruiters to bring new business to the State. The Division also serves as a partner with local governments, non-profits, community organizations, and private citizens to help develop and grow Missouri's communities. The services provided by BCS include professional technical assistance and project management; training; research; financial assistance; and compliance. A few of the ways BCS measures its success include measuring new jobs created, private investment, leverage, and efficiency of operations.</p> |  |          |              |  |                        |      |      |      |                    |         |       |       |       |  |   |       |       |     |      |      |      |      |                    |   |   |       |       |     |   |   |   |   |              |          |          |              |              |  |  |  |  |  |                                   |  |  |  |    |     |       |       |    |   |   |       |       |    |   |   |   |   |     |   |   |   |   |     |   |   |   |   |              |          |          |              |              |
| <b>3. PROGRAM LISTING (list programs included in this core funding)</b>   |  |          |              |  |                        |      |      |      |                    |         |       |       |       |  |   |       |       |     |      |      |      |      |                    |   |   |       |       |     |   |   |   |   |              |          |          |              |              |  |  |  |  |  |                                   |  |  |  |    |     |       |       |    |   |   |       |       |    |   |   |   |   |     |   |   |   |   |     |   |   |   |   |              |          |          |              |              |
| Sales Team  |  |          |              |  |                        |      |      |      |                    |         |       |       |       |  |   |       |       |     |      |      |      |      |                    |   |   |       |       |     |   |   |   |   |              |          |          |              |              |  |  |  |  |  |                                   |  |  |  |    |     |       |       |    |   |   |       |       |    |   |   |   |   |     |   |   |   |   |     |   |   |   |   |              |          |          |              |              |

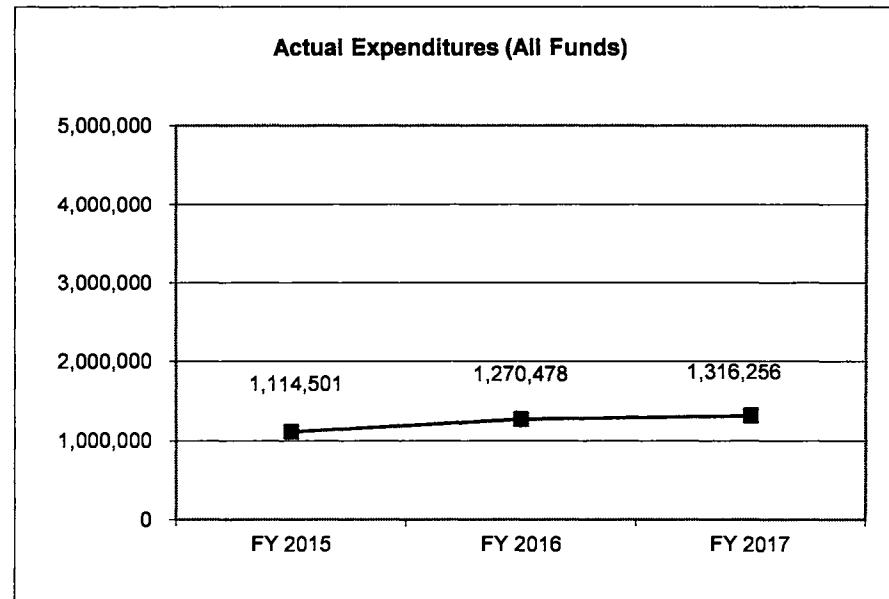
**CORE DECISION ITEM**

|                    |  |
|--------------------|--|
| <b>Department:</b> | <b>Economic Development</b>            |
| <b>Division:</b>   | <b>Business and Community Services</b> |
| <b>Core:</b>       | <b>Sales Team</b>                      |

**Budget Unit** 41955C

**4. FINANCIAL HISTORY**

|                                 | <b>FY 2015<br/>Actual</b> | <b>FY 2016<br/>Actual</b> | <b>FY 2017<br/>Actual</b> | <b>FY 2018<br/>Current Yr.</b> |
|---------------------------------|---------------------------|---------------------------|---------------------------|--------------------------------|
| Appropriation (All Funds)       | 1,465,879                 | 1,376,630                 | 1,401,523                 | 1,401,523                      |
| Less Reverted (All Funds)       | (42,104)                  | (41,091)                  | (41,833)                  | 0                              |
| Less Restricted ( All Funds)*   | 0                         | 0                         | 0                         | 0                              |
| Budget Authority (All Funds)    | 1,423,775                 | 1,335,539                 | 1,359,690                 | 1,401,523                      |
| Actual Expenditures (All Funds) | 1,114,501                 | 1,270,478                 | 1,316,256                 | N/A                            |
| Unexpended (All Funds)          | 309,274                   | 65,061                    | 43,434                    | N/A                            |
| Unexpended, by Fund:            |                           |                           |                           |                                |
| General Revenue                 | 267,954                   | 58,112                    | 36,346                    | N/A                            |
| Federal                         | 34,409                    | 0                         | 0                         | N/A                            |
| Other                           | 6,911                     | 6,949                     | 7,088                     | N/A                            |



\*Restricted amount is as of: \_\_\_\_\_

Reverted includes Governor's standard 3 percent reserve (when applicable).

Restricted includes any extraordinary expenditure restriction (when applicable).

**NOTES:**

## CORE RECONCILIATION DETAIL

### DEPARTMENT OF ECONOMIC DEVELOPMENT

#### SALES

#### 5. CORE RECONCILIATION DETAIL

|                                    | Budget Class                  | FTE            | GR       | Federal  | Other              | Total              | Explanation                                 |
|------------------------------------|-------------------------------|----------------|----------|----------|--------------------|--------------------|---|
| <b>TAFF AFTER VETOES</b>           |                               |                |          |          |                    |                    |   |
|                                    | PS                            | 25.77          | 0        | 0        | 1,269,503          | 1,269,503          |   |
|                                    | EE                            | 0.00           | 0        | 0        | 124,020            | 124,020            |   |
|                                    | PD                            | 0.00           | 0        | 0        | 8,000              | 8,000              |   |
|                                    | <b>Total</b>                  | <b>25.77</b>   | <b>0</b> | <b>0</b> | <b>1,401,523</b>   | <b>1,401,523</b>   |   |
| <b>DEPARTMENT CORE ADJUSTMENTS</b> |                               |                |          |          |                    |                    |   |
| Core Reduction                     | 1279 2801                     | PS             | (25.52)  | 0        | 0                  | (1,262,415)        | (1,262,415) Reduce EDAF funding for GR NDI. |
| Core Reduction                     | 1279 2802                     | EE             | 0.00     | 0        | 0                  | (124,020)          | (124,020) Reduce EDAF funding for GR NDI.   |
| Core Reduction                     | 1279 2802                     | PD             | 0.00     | 0        | 0                  | (8,000)            | (8,000) Reduce EDAF funding for GR NDI.     |
|                                    | <b>NET DEPARTMENT CHANGES</b> | <b>(25.52)</b> | <b>0</b> | <b>0</b> | <b>(1,394,435)</b> | <b>(1,394,435)</b> |   |
| <b>DEPARTMENT CORE REQUEST</b>     |                               |                |          |          |                    |                    |   |
|                                    | PS                            | 0.25           | 0        | 0        | 7,088              | 7,088              |   |
|                                    | EE                            | 0.00           | 0        | 0        | 0                  | 0                  |   |
|                                    | PD                            | 0.00           | 0        | 0        | 0                  | 0                  |   |
|                                    | <b>Total</b>                  | <b>0.25</b>    | <b>0</b> | <b>0</b> | <b>7,088</b>       | <b>7,088</b>       |   |
| <b>GOVERNOR'S RECOMMENDED CORE</b> |                               |                |          |          |                    |                    |   |
|                                    | PS                            | 0.25           | 0        | 0        | 7,088              | 7,088              |   |
|                                    | EE                            | 0.00           | 0        | 0        | 0                  | 0                  |   |
|                                    | PD                            | 0.00           | 0        | 0        | 0                  | 0                  |   |
|                                    | <b>Total</b>                  | <b>0.25</b>    | <b>0</b> | <b>0</b> | <b>7,088</b>       | <b>7,088</b>       |   |

**DEPARTMENT OF ECONOMIC DEVELOPMENT**
**DECISION ITEM SUMMARY**

| Budget Unit<br>Decision Item<br>Budget Object Summary<br>Fund | FY 2017<br>ACTUAL<br>DOLLAR | FY 2017<br>ACTUAL<br>FTE | FY 2018<br>BUDGET<br>DOLLAR | FY 2018<br>BUDGET<br>FTE | FY 2019<br>DEPT REQ<br>DOLLAR | FY 2019<br>DEPT REQ<br>FTE | FY 2019<br>GOV REC<br>DOLLAR | FY 2019<br>GOV REC<br>FTE |
|---|-----------------------------|--------------------------|-----------------------------|--------------------------|-------------------------------|----------------------------|------------------------------|---------------------------|
| <b>SALES</b>  |                             |                          |                             |                          |                               |                            |                              |                           |
| <b>CORE</b>   |                             |                          |                             |                          |                               |                            |                              |                           |
| PERSONAL SERVICES   |                             |                          |                             |                          |                               |                            |                              |                           |
| GENERAL REVENUE   | 1,188,196                   | 24.56                    | 0                           | 0.00                     | 0                             | 0.00                       | 0                            | 0.00                      |
| DED ADMINISTRATIVE  | 0                           | 0.00                     | 7,088                       | 0.25                     | 7,088                         | 0.25                       | 7,088                        | 0.25                      |
| ECON DEVELOP ADVANCEMENT FUND                                 | 0                           | 0.00                     | 1,262,415                   | 25.52                    | 0                             | 0.00                       | 0                            | 0.00                      |
| TOTAL - PS  | 1,188,196                   | 24.56                    | 1,269,503                   | 25.77                    | 7,088                         | 0.25                       | 7,088                        | 0.25                      |
| EXPENSE & EQUIPMENT   |                             |                          |                             |                          |                               |                            |                              |                           |
| GENERAL REVENUE   | 128,060                     | 0.00                     | 0                           | 0.00                     | 0                             | 0.00                       | 0                            | 0.00                      |
| ECON DEVELOP ADVANCEMENT FUND                                 | 0                           | 0.00                     | 124,020                     | 0.00                     | 0                             | 0.00                       | 0                            | 0.00                      |
| TOTAL - EE  | 128,060                     | 0.00                     | 124,020                     | 0.00                     | 0                             | 0.00                       | 0                            | 0.00                      |
| PROGRAM-SPECIFIC  |                             |                          |                             |                          |                               |                            |                              |                           |
| ECON DEVELOP ADVANCEMENT FUND                                 | 0                           | 0.00                     | 8,000                       | 0.00                     | 0                             | 0.00                       | 0                            | 0.00                      |
| TOTAL - PD  | 0                           | 0.00                     | 8,000                       | 0.00                     | 0                             | 0.00                       | 0                            | 0.00                      |
| <b>TOTAL</b>  | <b>1,316,256</b>            | <b>24.56</b>             | <b>1,401,523</b>            | <b>25.77</b>             | <b>7,088</b>                  | <b>0.25</b>                | <b>7,088</b>                 | <b>0.25</b>               |
| <b>Pay Plan - 0000012</b>                                     |                             |                          |                             |                          |                               |                            |                              |                           |
| PERSONAL SERVICES   |                             |                          |                             |                          |                               |                            |                              |                           |
| GENERAL REVENUE   | 0                           | 0.00                     | 0                           | 0.00                     | 0                             | 0.00                       | 14,489                       | 0.00                      |
| DED ADMINISTRATIVE  | 0                           | 0.00                     | 0                           | 0.00                     | 0                             | 0.00                       | 163                          | 0.00                      |
| TOTAL - PS  | 0                           | 0.00                     | 0                           | 0.00                     | 0                             | 0.00                       | 14,652                       | 0.00                      |
| <b>TOTAL</b>  | <b>0</b>                    | <b>0.00</b>              | <b>0</b>                    | <b>0.00</b>              | <b>0</b>                      | <b>0.00</b>                | <b>14,652</b>                | <b>0.00</b>               |
| <b>Restore GR-Mktg/Sales/Finance - 1419002</b>                |                             |                          |                             |                          |                               |                            |                              |                           |
| PERSONAL SERVICES   |                             |                          |                             |                          |                               |                            |                              |                           |
| GENERAL REVENUE   | 0                           | 0.00                     | 0                           | 0.00                     | 1,262,415                     | 25.52                      | 1,262,415                    | 25.52                     |
| TOTAL - PS  | 0                           | 0.00                     | 0                           | 0.00                     | 1,262,415                     | 25.52                      | 1,262,415                    | 25.52                     |
| EXPENSE & EQUIPMENT   |                             |                          |                             |                          |                               |                            |                              |                           |
| GENERAL REVENUE   | 0                           | 0.00                     | 0                           | 0.00                     | 124,020                       | 0.00                       | 124,020                      | 0.00                      |
| TOTAL - EE  | 0                           | 0.00                     | 0                           | 0.00                     | 124,020                       | 0.00                       | 124,020                      | 0.00                      |
| PROGRAM-SPECIFIC  |                             |                          |                             |                          |                               |                            |                              |                           |

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**DEPARTMENT OF ECONOMIC DEVELOPMENT**
**DECISION ITEM SUMMARY**

| Budget Unit                             | FY 2017<br>Decision Item<br>Budget Object Summary<br>Fund | FY 2017<br>ACTUAL<br>DOLLAR | FY 2017<br>ACTUAL<br>FTE | FY 2018<br>BUDGET<br>DOLLAR | FY 2018<br>BUDGET<br>FTE | FY 2019<br>DEPT REQ<br>DOLLAR | FY 2019<br>DEPT REQ<br>FTE | FY 2019<br>GOV REC<br>DOLLAR | FY 2019<br>GOV REC<br>FTE |
|---|---|-----------------------------|--------------------------|-----------------------------|--------------------------|-------------------------------|----------------------------|------------------------------|---------------------------|
| <b>SALES</b>                            |   |                             |                          |                             |                          |                               |                            |                              |                           |
| Restore GR-Mktg/Sales/Finance - 1419002 |   |                             |                          |                             |                          |                               |                            |                              |                           |
| PROGRAM-SPECIFIC                        |   |                             |                          |                             |                          |                               |                            |                              |                           |
| GENERAL REVENUE                         | 0   | 0.00                        |                          | 0                           | 0.00                     | 8,000                         | 0.00                       | 8,000                        | 0.00                      |
| TOTAL - PD                              | 0   | 0.00                        |                          | 0                           | 0.00                     | 8,000                         | 0.00                       | 8,000                        | 0.00                      |
| TOTAL                                   | 0   | 0.00                        |                          | 0                           | 0.00                     | 1,394,435                     | 25.52                      | 1,394,435                    | 25.52                     |
| <b>GRAND TOTAL</b>                      | <b>\$1,316,256</b>  | <b>24.56</b>                |                          | <b>\$1,401,523</b>          | <b>25.77</b>             | <b>\$1,401,523</b>            | <b>25.77</b>               | <b>\$1,416,175</b>           | <b>25.77</b>              |

## FLEXIBILITY REQUEST FORM

|   |  |
|---|--|
| <b>BUDGET UNIT NUMBER:</b> 41955C   | <b>DEPARTMENT:</b> Economic Development          |
| <b>BUDGET UNIT NAME:</b> Sales Team<br>See complete list of budget units below. | <b>DIVISION:</b> Business and Community Services |

**1. Provide the amount by fund of personal service flexibility and the amount by fund of expense and equipment flexibility you are requesting in dollar and percentage terms and explain why the flexibility is needed. If flexibility is being requested among divisions, provide the amount by fund of flexibility you are requesting in dollar and percentage terms and explain why the flexibility is needed.**

### DEPARTMENT REQUEST

The department is requesting 10% flexibility between the Personal Service and Expense and Equipment appropriations for the Sales Team. This flexibility is needed to ensure our ability to immediately address any identified operational modifications in order to provide the highest quality services to Missourians. Areas of need include special or emergency projects and staff assistance for businesses, training for employees, purchase of supplies and other equipment to make the division more efficient.

- Economic Development Advancement Fund: Sales PS (2801-0783) - \$1,262,415 \* 10% = \$126,242 and Sales EE (2802-0783) - \$132,020 \* 10% = \$13,202

**2. Estimate how much flexibility will be used for the budget year. How much flexibility was used in the Prior Year Budget and the Current Year Budget? Please specify the amount.**

| <b>PRIOR YEAR<br/>ACTUAL AMOUNT OF FLEXIBILITY USED</b> | <b>CURRENT YEAR<br/>ESTIMATED AMOUNT OF<br/>FLEXIBILITY THAT WILL BE USED</b>   | <b>BUDGET REQUEST<br/>ESTIMATED AMOUNT OF<br/>FLEXIBILITY THAT WILL BE USED</b>   |
|---|---|---|
| \$0   | Expenditures in PS and E&E will differ annually based on needs to cover operational expenses, address emergency and changing situations, etc. | Expenditures in PS and E&E will differ annually based on needs to cover operational expenses, address emergency and changing situations, etc. |

**3. Please explain how flexibility was used in the prior and/or current years.**

| <b>PRIOR YEAR<br/>EXPLAIN ACTUAL USE</b> | <b>CURRENT YEAR<br/>EXPLAIN PLANNED USE</b>  |
|--|--|
| In FY 2017, the Sales Team flexed \$0.   | In FY 2018, the MERIC, Marketing, Sales, Finance and Compliance teams were appropriated 10% flexibility between PS and E&E appropriations. This flexibility will allow the department to respond to changing situations to continue to provide the best possible quality service to our customers. |

## FLEXIBILITY REQUEST FORM

| <b>BUDGET UNIT NUMBER:</b> 42183C, 41945C, 41955C, and 41965C   | <b>DEPARTMENT:</b> Economic Development   |   |
|---|---|---|
| <b>BUDGET UNIT NAME:</b> MERIC, Marketing, Sales, and Finance   | <b>DIVISION:</b> Business and Community Services  |   |
| <p><b>1. Provide the amount by fund of personal service flexibility and the amount by fund of expense and equipment flexibility you are requesting in dollar and percentage terms and explain why the flexibility is needed. If flexibility is being requested among divisions, provide the amount by fund of flexibility you are requesting in dollar and percentage terms and explain why the flexibility is needed.</b></p>  |   |   |
| <b>DEPARTMENT REQUEST</b>   |   |   |
| <p>The Department is requesting 10% flexibility for General Revenue between the teams in the Business and Community Services Division (Section 7.015 of HB 7). These teams are MERIC, Marketing, Sales, and Finance.</p> <ul style="list-style-type: none"> <li>- General Revenue (0101): PS \$744,982 * 10% = \$74,498 (17.6 FTE * 10% = 1.76)</li> <li>- Job Development &amp; Training Fund (0155): PS \$1,581,862 * 10% = \$158,186 (26.57 FTE * 10% = 2.66); EE \$302,933 * 10% = \$30,293</li> <li>- Economic Development Advancement Fund (0783): PS \$1,667,011 * 10% = \$166,701 (32.64 FTE * 10% = 3.26); EE \$1,582,989 * 10% = \$158,299</li> <li>- Economic Development Administrative Fund (0547): PS \$52,535 * 10% = \$5,254 (1.40 FTE * 10% = 0.14)</li> </ul> |   |   |
| <p><b>2. Estimate how much flexibility will be used for the budget year. How much flexibility was used in the Prior Year Budget and the Current Year Budget? Please specify the amount.</b></p>   |   |   |
| PRIOR YEAR<br>ACTUAL AMOUNT OF FLEXIBILITY USED   | CURRENT YEAR<br>ESTIMATED AMOUNT OF<br>FLEXIBILITY THAT WILL BE USED  | BUDGET REQUEST<br>ESTIMATED AMOUNT OF<br>FLEXIBILITY THAT WILL BE USED  |
| \$0   | Expenditures in PS and E&E will differ annually based on needs to cover operational expenses, address emergency and changing situations, etc.   | Expenditures in PS and E&E will differ annually based on needs to cover operational expenses, address emergency and changing situations, etc. |
| <p><b>3. Please explain how flexibility was used in the prior and/or current years.</b></p>   |   |   |
| PRIOR YEAR<br>EXPLAIN ACTUAL USE  | CURRENT YEAR<br>EXPLAIN PLANNED USE   |   |
| In FY 2017, there was \$0 flexed between the BCS Teams.   | In FY 2018, the MERIC, Marketing, Sales, Finance and Compliance Teams were appropriated 10% flexibility between them for GR and 100% between Federal (Section 7.015). This flexibility will allow the department to respond to changing situations to continue to provide the best possible quality service to our customers. |   |

## DEPARTMENT OF ECONOMIC DEVELOPMENT

## DECISION ITEM DETAIL

| Budget Unit                    | FY 2017          | FY 2017      | FY 2018          | FY 2018      | FY 2019      | FY 2019     | FY 2019      | FY 2019     |
|--------------------------------|------------------|--------------|------------------|--------------|--------------|-------------|--------------|-------------|
| Decision Item                  | ACTUAL           | ACTUAL       | BUDGET           | BUDGET       | DEPT REQ     | DEPT REQ    | GOV REC      | GOV REC     |
| Budget Object Class            | DOLLAR           | FTE          | DOLLAR           | FTE          | DOLLAR       | FTE         | DOLLAR       | FTE         |
| <b>SALES</b>                   |                  |              |                  |              |              |             |              |             |
| <b>CORE</b>                    |                  |              |                  |              |              |             |              |             |
| ADMIN OFFICE SUPPORT ASSISTANT | 11,843           | 0.38         | 41,124           | 1.00         | 0            | 0.00        | 0            | 0.00        |
| SR OFFICE SUPPORT ASSISTANT    | 56,526           | 2.00         | 65,667           | 2.00         | 0            | 0.00        | 0            | 0.00        |
| PLANNER III                    | 0                | 0.00         | 56,447           | 1.00         | 0            | 0.00        | 0            | 0.00        |
| MARKETING SPECIALIST I         | 129,218          | 3.68         | 174,765          | 3.75         | 0            | 0.00        | 0            | 0.00        |
| MARKETING SPECIALIST II        | 167,932          | 4.25         | 11,475           | 2.80         | 0            | 0.00        | 0            | 0.00        |
| MARKETING SPECIALIST III       | 387,807          | 7.85         | 567,596          | 9.74         | 0            | 0.00        | 0            | 0.00        |
| ECONOMIC DEV INCENTIVE SPEC I  | 9,314            | 0.22         | 33,921           | 1.00         | 0            | 0.00        | 0            | 0.00        |
| ECONOMIC DEV INCENTIVE SPC III | 38,545           | 0.87         | 29,357           | 1.00         | 0            | 0.00        | 0            | 0.00        |
| COMMUNITY & ECONOMIC DEV MGRB1 | 56,908           | 0.85         | 88,929           | 1.13         | 0            | 0.00        | 0            | 0.00        |
| COMMUNITY & ECONOMIC DEV MGRB2 | 142,700          | 2.00         | 77,919           | 0.75         | 0            | 0.00        | 0            | 0.00        |
| DESIGNATED PRINCIPAL ASST DEPT | 0                | 0.00         | 102              | 0.00         | 0            | 0.00        | 0            | 0.00        |
| DIVISION DIRECTOR              | 40,068           | 0.38         | 40,085           | 0.25         | 0            | 0.00        | 0            | 0.00        |
| DESIGNATED PRINCIPAL ASST DIV  | 72,072           | 0.87         | 74,766           | 1.10         | 0            | 0.00        | 0            | 0.00        |
| LEGAL COUNSEL                  | 0                | 0.00         | 257              | 0.00         | 0            | 0.00        | 0            | 0.00        |
| OFFICE WORKER MISCELLANEOUS    | 10,412           | 0.33         | 0                | 0.00         | 0            | 0.00        | 0            | 0.00        |
| MISCELLANEOUS PROFESSIONAL     | 2,363            | 0.04         | 0                | 0.00         | 0            | 0.00        | 0            | 0.00        |
| SPECIAL ASST PROFESSIONAL      | 55,928           | 0.79         | 0                | 0.00         | 0            | 0.00        | 0            | 0.00        |
| SPECIAL ASST OFFICE & CLERICAL | 0                | 0.00         | 7,088            | 0.25         | 7,088        | 0.25        | 7,088        | 0.25        |
| OTHER                          | 0                | 0.00         | 5                | 0.00         | 0            | 0.00        | 0            | 0.00        |
| DIR OF LEGISLATIVE AFFAIRS     | 6,560            | 0.05         | 0                | 0.00         | 0            | 0.00        | 0            | 0.00        |
| <b>TOTAL - PS</b>              | <b>1,188,196</b> | <b>24.56</b> | <b>1,269,503</b> | <b>25.77</b> | <b>7,088</b> | <b>0.25</b> | <b>7,088</b> | <b>0.25</b> |
| TRAVEL, IN-STATE               | 46,965           | 0.00         | 28,213           | 0.00         | 0            | 0.00        | 0            | 0.00        |
| TRAVEL, OUT-OF-STATE           | 3,935            | 0.00         | 12,837           | 0.00         | 0            | 0.00        | 0            | 0.00        |
| FUEL & UTILITIES               | 0                | 0.00         | 2,013            | 0.00         | 0            | 0.00        | 0            | 0.00        |
| SUPPLIES                       | 2,598            | 0.00         | 12,111           | 0.00         | 0            | 0.00        | 0            | 0.00        |
| PROFESSIONAL DEVELOPMENT       | 18,679           | 0.00         | 17,319           | 0.00         | 0            | 0.00        | 0            | 0.00        |
| COMMUNICATION SERV & SUPP      | 28,604           | 0.00         | 26,563           | 0.00         | 0            | 0.00        | 0            | 0.00        |
| PROFESSIONAL SERVICES          | 21,927           | 0.00         | 12,184           | 0.00         | 0            | 0.00        | 0            | 0.00        |
| M&R SERVICES                   | 2,816            | 0.00         | 574              | 0.00         | 0            | 0.00        | 0            | 0.00        |
| COMPUTER EQUIPMENT             | 0                | 0.00         | 1,830            | 0.00         | 0            | 0.00        | 0            | 0.00        |
| MOTORIZED EQUIPMENT            | 0                | 0.00         | 600              | 0.00         | 0            | 0.00        | 0            | 0.00        |
| OFFICE EQUIPMENT               | 449              | 0.00         | 2,426            | 0.00         | 0            | 0.00        | 0            | 0.00        |

**DEPARTMENT OF ECONOMIC DEVELOPMENT**
**DECISION ITEM DETAIL**

| Budget Unit                | FY 2017            | FY 2017      | FY 2018            | FY 2018      | FY 2019        | FY 2019     | FY 2019        | FY 2019     |
|----------------------------|--------------------|--------------|--------------------|--------------|----------------|-------------|----------------|-------------|
| Decision Item              | ACTUAL             | ACTUAL       | BUDGET             | BUDGET       | DEPT REQ       | DEPT REQ    | GOV REC        | GOV REC     |
| Budget Object Class        | DOLLAR             | FTE          | DOLLAR             | FTE          | DOLLAR         | FTE         | DOLLAR         | FTE         |
| <b>SALES</b>               |                    |              |                    |              |                |             |                |             |
| <b>CORE</b>                |                    |              |                    |              |                |             |                |             |
| OTHER EQUIPMENT            | 1,199              | 0.00         | 961                | 0.00         | 0              | 0.00        | 0              | 0.00        |
| PROPERTY & IMPROVEMENTS    | 0                  | 0.00         | 600                | 0.00         | 0              | 0.00        | 0              | 0.00        |
| BUILDING LEASE PAYMENTS    | 700                | 0.00         | 192                | 0.00         | 0              | 0.00        | 0              | 0.00        |
| EQUIPMENT RENTALS & LEASES | 0                  | 0.00         | 1,069              | 0.00         | 0              | 0.00        | 0              | 0.00        |
| MISCELLANEOUS EXPENSES     | 188                | 0.00         | 3,219              | 0.00         | 0              | 0.00        | 0              | 0.00        |
| REBILLABLE EXPENSES        | 0                  | 0.00         | 1,309              | 0.00         | 0              | 0.00        | 0              | 0.00        |
| <b>TOTAL - EE</b>          | <b>128,060</b>     | <b>0.00</b>  | <b>124,020</b>     | <b>0.00</b>  | <b>0</b>       | <b>0.00</b> | <b>0</b>       | <b>0.00</b> |
| PROGRAM DISTRIBUTIONS      | 0                  | 0.00         | 8,000              | 0.00         | 0              | 0.00        | 0              | 0.00        |
| <b>TOTAL - PD</b>          | <b>0</b>           | <b>0.00</b>  | <b>8,000</b>       | <b>0.00</b>  | <b>0</b>       | <b>0.00</b> | <b>0</b>       | <b>0.00</b> |
| <b>GRAND TOTAL</b>         | <b>\$1,316,256</b> | <b>24.56</b> | <b>\$1,401,523</b> | <b>25.77</b> | <b>\$7,088</b> | <b>0.25</b> | <b>\$7,088</b> | <b>0.25</b> |
| GENERAL REVENUE            | \$1,316,256        | 24.56        | \$0                | 0.00         | \$0            | 0.00        | \$0            | 0.00        |
| FEDERAL FUNDS              | \$0                | 0.00         | \$0                | 0.00         | \$0            | 0.00        | \$0            | 0.00        |
| OTHER FUNDS                | \$0                | 0.00         | \$1,401,523        | 25.77        | \$7,088        | 0.25        | \$7,088        | 0.25        |

## PROGRAM DESCRIPTION

**Department: Economic Development**

**Program Name: Sales Team**

**Program is found in the following core budget(s): Sales Team**

**1a. What strategic priority does this program address?**

Grow Missouri's Businesses

**1b. What does this program do?**

- The Sales Team facilitates the increase and retention of high quality\* private sector jobs and private sector investment.
- Facilitate the growth of existing businesses and new business startups.
- Provide program education and training to local governments, non-profits, community organizations, and private citizens to help develop and grow Missouri communities.

\*DED strives to facilitate job growth with wages at or above the county average wage. Quality jobs include jobs eligible for the Missouri Works program, which starts at 80% of a county's average wage.

**2. What is the authorization for this program, i.e., federal or state statute, etc.? (Include the federal program number, if applicable.)**

Section 620.010, RSMo., establishes the Department of Economic Development and its divisions.

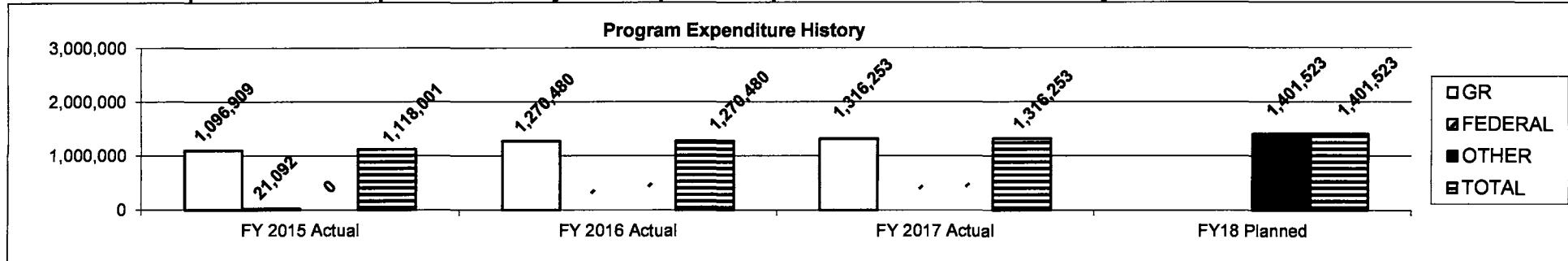
**3. Are there federal matching requirements? If yes, please explain.**

No

**4. Is this a federally mandated program? If yes, please explain.**

No

**5. Provide actual expenditures for the prior three fiscal years and planned expenditures for the current fiscal year.**



Note: Planned Expenditures for GR reflect 3% Governor's Reserve.

**6. What are the sources of the "Other" funds?**

FY15-FY17: Economic Development Administrative Revolving Fund (0547).

FY18: Economic Development Advancement Fund (0783) and Economic Development Administrative Revolving Fund (0547).

## PROGRAM DESCRIPTION

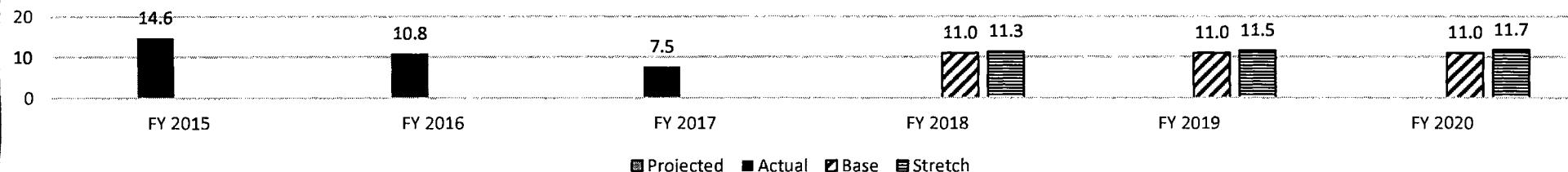
**Department: Economic Development**

**Program Name: Sales Team**

**Program is found in the following core budget(s): Sales Team**

**7a. Provide an effectiveness measure.**

**Additional Quality Jobs to Missouri**



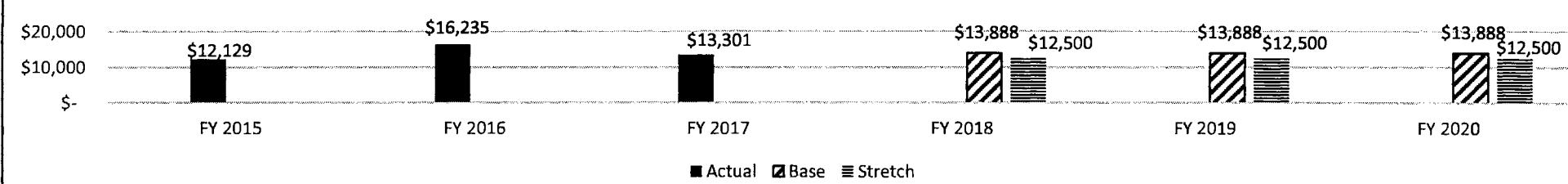
Note 1: Number of committed quality jobs DED Sales team-facilitated per 1,000 existing workers in targeted sectors (set at CY Actuals). This includes Bureau of Labor Services sectors of Manufacturing (NAICS 31-33), Wholesale Trade (42), Transportation and Warehousing (48), Information (51), Finance and Insurance (52), and Prof./Tech Services (54).

Note 2: Base targets for FY18, FY19 and FY20 are based on average from prior fiscal years. Stretch targets are phased in at 3%, 5%, 7% increase over the base. This measure strives to create consistent results in job creation in targeted sectors.

Note 3: This is a new measure; therefore, Projected data for FY15, FY16 and FY17 is not available.

**7b. Provide an efficiency measure.**

**Incentives Cost per Job**



Note 1: Calculated by dividing authorized economic incentives by the committed number of jobs created and retained.

Note 2: Base targets for FY18, FY19 and FY20 are based on average from prior fiscal years. Stretch targets assume a 10% decrease in the state's incentive per job.

Note 3: According to data from the Upjohn Institute Panel Database on Incentives and Taxes, Missouri has been more efficient in offering incentives than other states. Missouri's business incentives in 2015 were only .48% of the state's Export-Based Industry Value Add. This compares to the U.S. average of .77%.

Note 4: This is a new measure; therefore, Projected data for FY15, FY16 and FY17 is not available.

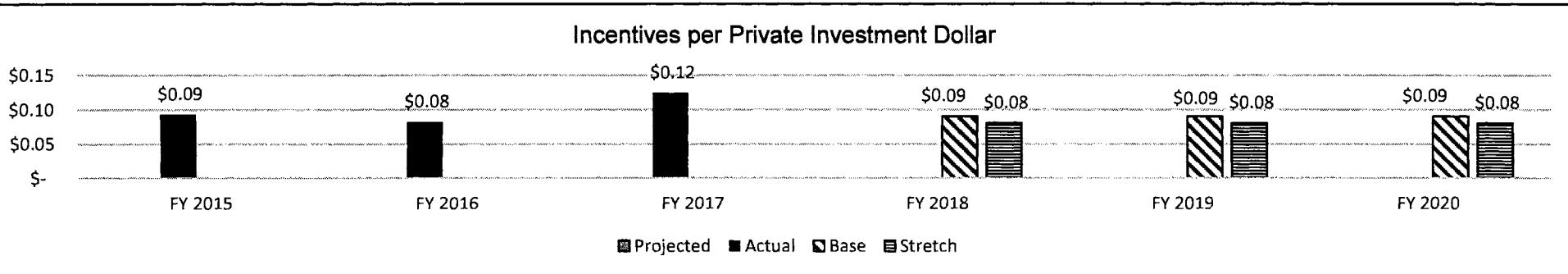
## PROGRAM DESCRIPTION

**Department: Economic Development**

**Program Name: Sales Team**

**Program is found in the following core budget(s): Sales Team**

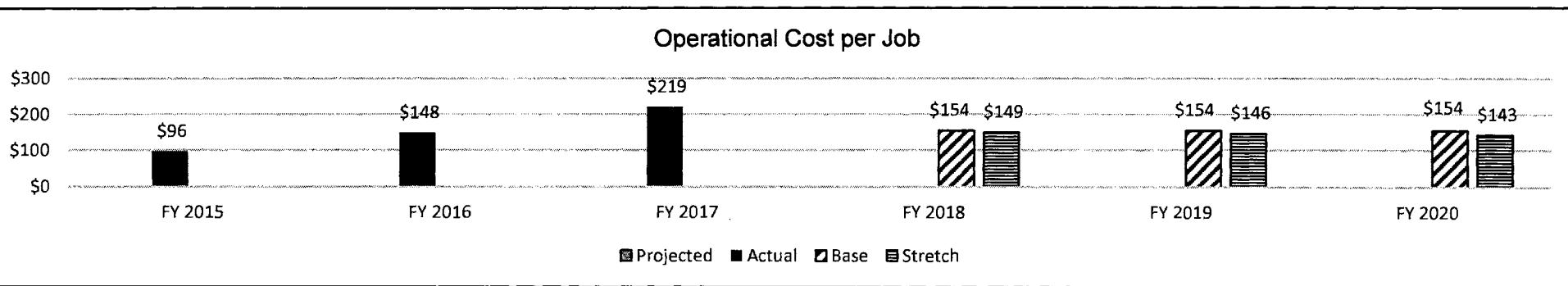
**7b. Provide an efficiency measure (continued).**



Note 1: Calculated by dividing the total authorized economic incentives by the total private capital investment commitments.

Note 2: Base targets for FY18, FY19 and FY20 are based on weighted average from prior fiscal years. Stretch targets assume a 10% decrease in average incentives per year.

Note 3: This is a new measure; therefore, Projected data for FY15, FY16 and FY17 is not available.



Note 1: Calculated by dividing Sales Program budget by the committed number of jobs created and retained.

Note 2: Base targets for FY18, FY19 and FY20 are based on average from prior fiscal years. Stretch targets are phased in at 3%, 5%, 7% decrease from base goal. This measure strives to consistently decrease the state's operational cost per job.

Note 3: This is a new measure; therefore, Projected data for FY15, FY16 and FY17 is not available.

## PROGRAM DESCRIPTION

**Department: Economic Development**

**Program Name: Sales Team**

**Program is found in the following core budget(s): Sales Team**

**7c. Provide the number of clients/individuals served, if applicable.**

|                          | FY 2015   |          | FY 2016   |          | FY 2017   |          | FY 2018   | FY 2019   | FY 2020   |
|--------------------------|-----------|----------|-----------|----------|-----------|----------|-----------|-----------|-----------|
|                          | Projected | Actual   | Projected | Actual   | Projected | Actual   | Projected | Projected | Projected |
| Announced Projects       | N/A       | 173      | N/A       | 127      | N/A       | 109      | 136       | 136       | 136       |
| Jobs Created/Retained    | N/A       | 11,667   | N/A       | 8,590    | N/A       | 6,015    | 8,757     | 8,757     | 8,757     |
| Average Wages            | N/A       | \$56,200 | N/A       | \$59,041 | N/A       | \$57,977 | \$57,739  | \$57,739  | \$57,739  |
| Private Capital Invested | N/A       | \$1.53B  | N/A       | \$1.71B  | N/A       | \$65B    | \$1.29B   | \$1.29B   | \$1.29B   |

Note 1: FY15, FY16, FY17 actuals reflect project commitments facilitated by the DED sales team.

Note 2: The projections for FY18 - 20 are based on the average of the actual results from FY15 - 17.

Note 3: Projections align with Base targets set in 7a and 7b. Stretch targets are based on results that exceed projections.

**7d. Provide a customer satisfaction measure, if available.**

BCS will create a ten question survey for stakeholders related to the program. Five questions will be common across the Division. Five questions will be specific to the activities of this program. The five common questions will be aggregated annually and benchmarked against a baseline for division-wide improvement. The five questions specific to the program will be aggregated annually and benchmarked against a baseline for improvements to this program.

NEW DECISION ITEM  
RANK: \_\_\_\_\_ OF \_\_\_\_\_

|   |                    |                                  |
|---|--------------------|----------------------------------|
| <b>Department:</b> Economic Development                           | <b>Budget Unit</b> | <b>41945C, 41955C and 41965C</b> |
| <b>Division:</b> Business and Community Services                  |                    |                                  |
| <b>DI Name:</b> Restoration of GR-Marketing, Sales, Finance Teams | <b>DI#</b>         | 1419002                          |

**1. AMOUNT OF REQUEST**

| FY 2019 Budget Request |                  |          |          |                  |
|------------------------|------------------|----------|----------|------------------|
|                        | GR               | Federal  | Other    | Total            |
| PS                     | 1,667,011        | 0        | 0        | 1,667,011        |
| EE                     | 1,119,989        | 0        | 0        | 1,119,989        |
| PSD                    | 463,000          | 0        | 0        | 463,000          |
| TRF                    | 0                | 0        | 0        | 0                |
| <b>Total</b>           | <b>3,250,000</b> | <b>0</b> | <b>0</b> | <b>3,250,000</b> |

|     |       |      |      |       |
|-----|-------|------|------|-------|
| FTE | 32.64 | 0.00 | 0.00 | 32.64 |
|-----|-------|------|------|-------|

|                    |         |   |   |         |
|--------------------|---------|---|---|---------|
| <b>Est. Fringe</b> | 847,223 | 0 | 0 | 847,223 |
|--------------------|---------|---|---|---------|

Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

Other Funds:

**2. THIS REQUEST CAN BE CATEGORIZED AS:**

|                 |                   |                       |
|-----------------|-------------------|-----------------------|
| New Legislation | New Program       | X Fund Switch         |
| Federal Mandate | Program Expansion | Cost to Continue      |
| GR Pick-Up      | Space Request     | Equipment Replacement |
| Pay Plan        | Other:            |                       |

**3. WHY IS THIS FUNDING NEEDED? PROVIDE AN EXPLANATION FOR ITEMS CHECKED IN #2. INCLUDE THE FEDERAL OR STATE STATUTORY OR CONSTITUTIONAL AUTHORIZATION FOR THIS PROGRAM.**

This New Decision Item is being requested in order to restore General Revenue funding for the Marketing, Sales and Finance Teams. In Fiscal Year 2018, several BCS budget appropriations originally funded by General Revenue were switched to be funded by the Economic Development Advancement Fund (0783). Based on estimated revenues, if the Business Recruitment and Marketing appropriation is restored, DED has determined that the EDAF fund will not be sustainable as the expenditures from EDAF will outpace the revenues.

In order to continue to provide the critical services provided by the Marketing, Sales and Finance Teams, it is imperative that General Revenue funding is restored for both Personal Service and Expense and Equipment. If this New Decision Item is not approved, it is critical the EDAF appropriation be maintained.

## NEW DECISION ITEM

RANK: \_\_\_\_\_ OF \_\_\_\_\_

| <b>Department:</b> Economic Development   | Budget Unit               | <b>41945C, 41955C and 41965C</b> |                            |                        |                              |                          |                              |                          |                                 |
|---|---------------------------|----------------------------------|----------------------------|------------------------|------------------------------|--------------------------|------------------------------|--------------------------|---------------------------------|
| <b>Division:</b> Business and Community Services  |                           |                                  |                            |                        |                              |                          |                              |                          |                                 |
| <b>DI Name:</b> Restoration of GR-Marketing, Sales, Finance Teams   | DI# 1419002               |                                  |                            |                        |                              |                          |                              |                          |                                 |
| <b>4. DESCRIBE THE DETAILED ASSUMPTIONS USED TO DERIVE THE SPECIFIC REQUESTED AMOUNT. (How did you determine that the requested number of FTE were appropriate? From what source or standard did you derive the requested levels of funding? Were alternatives such as outsourcing or automation considered? If based on new legislation, does request tie to TAFP fiscal note? If not, explain why. Detail which portions of the request are one-times and how those amounts were calculated.)</b> |                           |                                  |                            |                        |                              |                          |                              |                          |                                 |
| The specific amount was derived based on the FY18 fund switches from GR to EDAF for the Marketing, Sales and Finance Teams. Please see the EDAF Revenues Versus Expenditures Trend Chart under Number 7.  |                           |                                  |                            |                        |                              |                          |                              |                          |                                 |
| <b>5. BREAK DOWN THE REQUEST BY BUDGET OBJECT CLASS, JOB CLASS, AND FUND SOURCE. IDENTIFY ONE-TIME COSTS.</b>   |                           |                                  |                            |                        |                              |                          |                              |                          |                                 |
| <b>Budget Object Class/Job Class</b>  | Dept Req<br>GR<br>DOLLARS | Dept Req<br>GR<br>FTE            | Dept Req<br>FED<br>DOLLARS | Dept Req<br>FED<br>FTE | Dept Req<br>OTHER<br>DOLLARS | Dept Req<br>OTHER<br>FTE | Dept Req<br>TOTAL<br>DOLLARS | Dept Req<br>TOTAL<br>FTE | Dept Req<br>One-Time<br>DOLLARS |
|   |                           |                                  |                            |                        |                              |                          |                              |                          |                                 |
| Marketing Team Personal Service   | 178,739                   | 4.12                             |                            |                        |                              |                          | 178,739                      | 4.12                     |                                 |
| Sales Team Personal Service   | 1,262,415                 | 25.52                            |                            |                        |                              |                          | 1,262,415                    | 25.52                    |                                 |
| Finance Team Personal Service   | 225,857                   | 3.00                             |                            |                        |                              |                          | 225,857                      | 3.00                     |                                 |
| <b>Total PS</b>   | <b>1,667,011</b>          | <b>32.64</b>                     | <b>0</b>                   | <b>0.0</b>             | <b>0</b>                     | <b>0.0</b>               | <b>1,667,011</b>             | <b>32.64</b>             | <b>0</b>                        |
| Marketing Team EE   | 888,651                   |                                  |                            |                        |                              |                          | 888,651                      |                          |                                 |
| Sales Team EE   | 124,020                   |                                  |                            |                        |                              |                          | 124,020                      |                          |                                 |
| Finance Team EE   | 107,318                   |                                  |                            |                        |                              |                          | 107,318                      |                          |                                 |
| <b>Total EE</b>   | <b>1,119,989</b>          |                                  | <b>0</b>                   |                        | <b>0</b>                     |                          | <b>1,119,989</b>             |                          | <b>0</b>                        |
| Marketing Team Program Distributions  | 450,000                   |                                  |                            |                        |                              |                          | 450,000                      |                          |                                 |
| Sales Team Program Distributions  | 8,000                     |                                  |                            |                        |                              |                          | 8,000                        |                          |                                 |
| Finance Team Program Distributions  | 5,000                     |                                  |                            |                        |                              |                          | 5,000                        |                          |                                 |
| <b>Total PSD</b>  | <b>463,000</b>            |                                  | <b>0</b>                   |                        | <b>0</b>                     |                          | <b>463,000</b>               |                          | <b>0</b>                        |
| Transfers   |                           |                                  |                            |                        |                              |                          |                              |                          |                                 |
| <b>Total TRF</b>  | <b>0</b>                  |                                  | <b>0</b>                   |                        | <b>0</b>                     |                          | <b>0</b>                     |                          | <b>0</b>                        |
| <b>Grand Total</b>  | <b>3,250,000</b>          | <b>32.64</b>                     | <b>0</b>                   | <b>0.0</b>             | <b>0</b>                     | <b>0.0</b>               | <b>3,250,000</b>             | <b>32.64</b>             | <b>0</b>                        |

NEW DECISION ITEM  
RANK: \_\_\_\_\_ OF \_\_\_\_\_

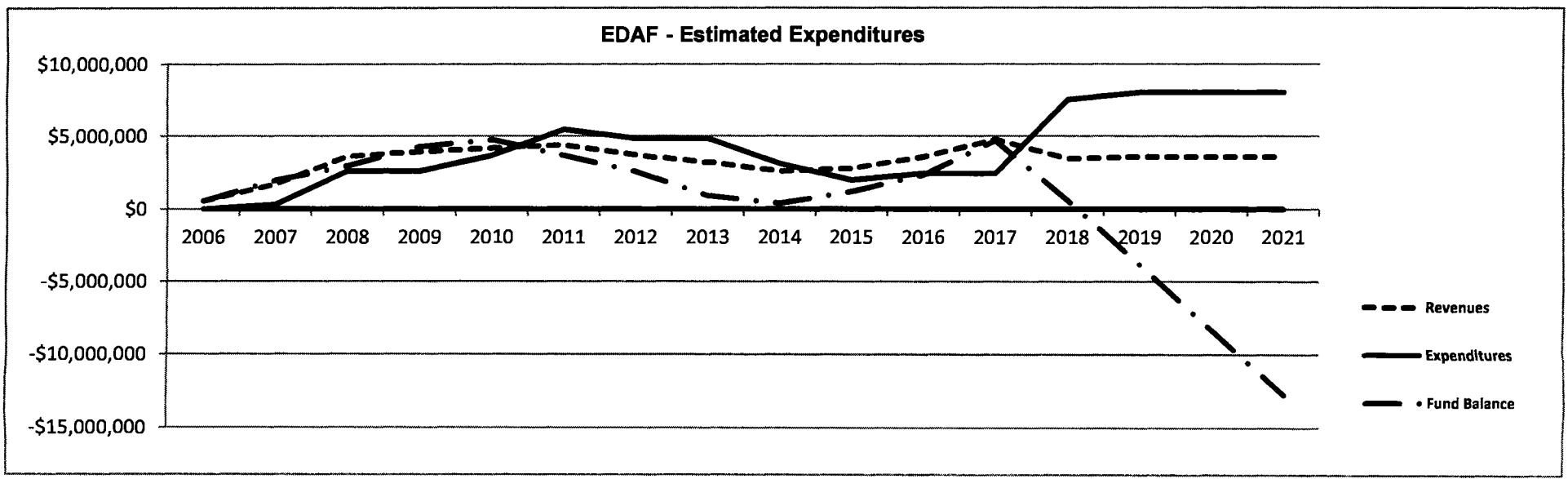
| <b>Department:</b> Economic Development                           |                          |                      |                           |                       | Budget Unit                 | <b>41945C, 41955C and 41965C</b> |                             |                         |                                |
|---|--------------------------|----------------------|---------------------------|-----------------------|-----------------------------|----------------------------------|-----------------------------|-------------------------|--------------------------------|
| <b>Division:</b> Business and Community Services                  |                          |                      |                           |                       |                             |                                  |                             |                         |                                |
| <b>DI Name:</b> Restoration of GR-Marketing, Sales, Finance Teams |                          |                      | DI# 1419002               |                       |                             |                                  |                             |                         |                                |
| Budget Object Class/Job Class                                     | Gov Rec<br>GR<br>DOLLARS | Gov Rec<br>GR<br>FTE | Gov Rec<br>FED<br>DOLLARS | Gov Rec<br>FED<br>FTE | Gov Rec<br>OTHER<br>DOLLARS | Gov Rec<br>OTHER<br>FTE          | Gov Rec<br>TOTAL<br>DOLLARS | Gov Rec<br>TOTAL<br>FTE | Gov Rec<br>One-Time<br>DOLLARS |
| Marketing Team PS   | 178,739                  | 4.12                 |                           |                       |                             |                                  | 178,739                     | 4.12                    |                                |
| Sales Team PS   | 1,262,415                | 25.52                |                           |                       |                             |                                  | 1,262,415                   | 25.52                   |                                |
| Finance Team PS   | 225,857                  | 3.00                 |                           |                       |                             |                                  | 225,857                     | 3.00                    |                                |
| <b>Total PS</b>   | <b>1,667,011</b>         | <b>32.64</b>         |                           | 0                     | 0                           | 0.0                              | <b>1,667,011</b>            | <b>32.64</b>            | 0                              |
| Marketing Team EE   | 888,651                  |                      |                           |                       |                             |                                  | 888,651                     |                         |                                |
| Sales Team EE   | 124,020                  |                      |                           |                       |                             |                                  | 124,020                     |                         |                                |
| Finance Team EE   | 107,318                  |                      |                           |                       |                             |                                  | 107,318                     |                         | 0                              |
| <b>Total EE</b>   | <b>1,119,989</b>         |                      | 0                         |                       | 0                           |                                  | <b>1,119,989</b>            |                         | 0                              |
| Marketing Team Program Distributions                              | 450,000                  |                      |                           |                       |                             |                                  | 450,000                     |                         |                                |
| Sales Team Program Distributions                                  | 8,000                    |                      |                           |                       |                             |                                  | 8,000                       |                         |                                |
| Finance Team Distributions  | 5,000                    |                      |                           |                       |                             |                                  | 5,000                       |                         |                                |
| <b>Total PSD</b>  | <b>463,000</b>           |                      | 0                         |                       | 0                           |                                  | <b>463,000</b>              |                         | 0                              |
| Transfers   |                          |                      |                           |                       |                             |                                  |                             |                         |                                |
| <b>Total TRF</b>  | 0                        |                      | 0                         |                       | 0                           |                                  | 0                           |                         | 0                              |
| <b>Grand Total</b>  | <b>3,250,000</b>         | <b>32.64</b>         | 0                         | 0.0                   | 0                           | 0.0                              | <b>3,250,000</b>            | <b>32.64</b>            | 0                              |

**NEW DECISION ITEM**  
**RANK:** \_\_\_\_\_ **OF** \_\_\_\_\_

|  |   |
|--|---|
| <b>Department:</b> Economic Development  | Budget Unit <b>41945C, 41955C and 41965C</b>  |
| <b>Division:</b> Business and Community Services   |   |
| <b>DI Name:</b> Restoration of GR-Marketing, Sales, Finance Teams  | <b>DI# 1419002</b>  |
| <b>6. PERFORMANCE MEASURES</b> (If new decision item has an associated core, separately identify projected performance with & without additional funding.)   |   |
| <b>6a.</b> <b>Provide an effectiveness measure.</b><br><br>Refer to the Core Decision Item forms for the Marketing, Sales and Finance Teams effectiveness measures.                                  | <b>6b.</b> <b>Provide an efficiency measure.</b><br><br>Refer to the Core Decision Item forms for the Marketing, Sales and Finance Teams efficiency measures.                           |
| <b>6c.</b> <b>Provide the number of clients/individuals served, if applicable.</b><br><br>Refer to the Core Decision Item forms for the Marketing, Sales and Finance Teams number of clients served. | <b>6d.</b> <b>Provide a customer satisfaction measure, if available.</b><br><br>Refer to the Core Decision Item forms for the Marketing, Sales and Finance Teams customer satisfaction. |

**7. STRATEGIES TO ACHIEVE THE PERFORMANCE MEASUREMENT TARGETS:**

The chart below demonstrates that Expenditures will out pace Revenues if the Business Recruitment and Marketing appropriation is restored and the BCS Marketing, Sales and Finance Teams and International Trade & Investment Offices Fund Switches are not made in FY19.



**DEPARTMENT OF ECONOMIC DEVELOPMENT**
**DECISION ITEM DETAIL**

| Budget Unit                             | FY 2017  | FY 2017     | FY 2018  | FY 2018     | FY 2019          | FY 2019      | FY 2019          | FY 2019      |
|---|----------|-------------|----------|-------------|------------------|--------------|------------------|--------------|
| Decision Item                           | ACTUAL   | ACTUAL      | BUDGET   | BUDGET      | DEPT REQ         | DEPT REQ     | GOV REC          | GOV REC      |
| Budget Object Class                     | DOLLAR   | FTE         | DOLLAR   | FTE         | DOLLAR           | FTE          | DOLLAR           | FTE          |
| <b>SALES</b>                            |          |             |          |             |                  |              |                  |              |
| Restore GR-Mktg/Sales/Finance - 1419002 |          |             |          |             |                  |              |                  |              |
| ADMIN OFFICE SUPPORT ASSISTANT          | 0        | 0.00        | 0        | 0.00        | 41,124           | 1.00         | 41,124           | 1.00         |
| SR OFFICE SUPPORT ASSISTANT             | 0        | 0.00        | 0        | 0.00        | 65,667           | 2.00         | 65,667           | 2.00         |
| PLANNER III                             | 0        | 0.00        | 0        | 0.00        | 56,447           | 1.00         | 56,447           | 1.00         |
| MARKETING SPECIALIST I                  | 0        | 0.00        | 0        | 0.00        | 174,765          | 3.75         | 174,765          | 3.75         |
| MARKETING SPECIALIST II                 | 0        | 0.00        | 0        | 0.00        | 11,737           | 2.80         | 11,737           | 2.80         |
| MARKETING SPECIALIST III                | 0        | 0.00        | 0        | 0.00        | 567,596          | 9.74         | 567,596          | 9.74         |
| ECONOMIC DEV INCENTIVE SPEC I           | 0        | 0.00        | 0        | 0.00        | 33,921           | 1.00         | 33,921           | 1.00         |
| ECONOMIC DEV INCENTIVE SPC III          | 0        | 0.00        | 0        | 0.00        | 29,357           | 1.00         | 29,357           | 1.00         |
| COMMUNITY & ECONOMIC DEV MGRB1          | 0        | 0.00        | 0        | 0.00        | 88,929           | 1.13         | 88,929           | 1.13         |
| COMMUNITY & ECONOMIC DEV MGRB2          | 0        | 0.00        | 0        | 0.00        | 77,919           | 0.75         | 77,919           | 0.75         |
| DESIGNATED PRINCIPAL ASST DEPT          | 0        | 0.00        | 0        | 0.00        | 102              | 0.00         | 102              | 0.00         |
| DIVISION DIRECTOR                       | 0        | 0.00        | 0        | 0.00        | 40,085           | 0.25         | 40,085           | 0.25         |
| DESIGNATED PRINCIPAL ASST DIV           | 0        | 0.00        | 0        | 0.00        | 74,766           | 1.10         | 74,766           | 1.10         |
| <b>TOTAL - PS</b>                       | <b>0</b> | <b>0.00</b> | <b>0</b> | <b>0.00</b> | <b>1,262,415</b> | <b>25.52</b> | <b>1,262,415</b> | <b>25.52</b> |
| TRAVEL, IN-STATE                        | 0        | 0.00        | 0        | 0.00        | 30,043           | 0.00         | 30,043           | 0.00         |
| TRAVEL, OUT-OF-STATE                    | 0        | 0.00        | 0        | 0.00        | 12,837           | 0.00         | 12,837           | 0.00         |
| FUEL & UTILITIES                        | 0        | 0.00        | 0        | 0.00        | 2,013            | 0.00         | 2,013            | 0.00         |
| SUPPLIES                                | 0        | 0.00        | 0        | 0.00        | 12,111           | 0.00         | 12,111           | 0.00         |
| PROFESSIONAL DEVELOPMENT                | 0        | 0.00        | 0        | 0.00        | 17,319           | 0.00         | 17,319           | 0.00         |
| COMMUNICATION SERV & SUPP               | 0        | 0.00        | 0        | 0.00        | 26,563           | 0.00         | 26,563           | 0.00         |
| PROFESSIONAL SERVICES                   | 0        | 0.00        | 0        | 0.00        | 12,184           | 0.00         | 12,184           | 0.00         |
| M&R SERVICES                            | 0        | 0.00        | 0        | 0.00        | 574              | 0.00         | 574              | 0.00         |
| MOTORIZED EQUIPMENT                     | 0        | 0.00        | 0        | 0.00        | 600              | 0.00         | 600              | 0.00         |
| OFFICE EQUIPMENT                        | 0        | 0.00        | 0        | 0.00        | 2,426            | 0.00         | 2,426            | 0.00         |
| OTHER EQUIPMENT                         | 0        | 0.00        | 0        | 0.00        | 961              | 0.00         | 961              | 0.00         |
| PROPERTY & IMPROVEMENTS                 | 0        | 0.00        | 0        | 0.00        | 600              | 0.00         | 600              | 0.00         |
| BUILDING LEASE PAYMENTS                 | 0        | 0.00        | 0        | 0.00        | 192              | 0.00         | 192              | 0.00         |
| EQUIPMENT RENTALS & LEASES              | 0        | 0.00        | 0        | 0.00        | 1,069            | 0.00         | 1,069            | 0.00         |
| MISCELLANEOUS EXPENSES                  | 0        | 0.00        | 0        | 0.00        | 3,219            | 0.00         | 3,219            | 0.00         |
| REBILLABLE EXPENSES                     | 0        | 0.00        | 0        | 0.00        | 1,309            | 0.00         | 1,309            | 0.00         |
| <b>TOTAL - EE</b>                       | <b>0</b> | <b>0.00</b> | <b>0</b> | <b>0.00</b> | <b>124,020</b>   | <b>0.00</b>  | <b>124,020</b>   | <b>0.00</b>  |

**DEPARTMENT OF ECONOMIC DEVELOPMENT**
**DECISION ITEM DETAIL**

| Budget Unit                             | FY 2017<br>ACTUAL<br>DOLLAR | FY 2017<br>ACTUAL<br>FTE | FY 2018<br>BUDGET<br>DOLLAR | FY 2018<br>BUDGET<br>FTE | FY 2019<br>DEPT REQ<br>DOLLAR | FY 2019<br>DEPT REQ<br>FTE | FY 2019<br>GOV REC<br>DOLLAR | FY 2019<br>GOV REC<br>FTE |
|---|-----------------------------|--------------------------|-----------------------------|--------------------------|-------------------------------|----------------------------|------------------------------|---------------------------|
| <b>SALES</b>                            |                             |                          |                             |                          |                               |                            |                              |                           |
| Restore GR-Mktg/Sales/Finance - 1419002 |                             |                          |                             |                          |                               |                            |                              |                           |
| PROGRAM DISTRIBUTIONS                   | 0                           | 0.00                     | 0                           | 0.00                     | 8,000                         | 0.00                       | 8,000                        | 0.00                      |
| TOTAL - PD                              | 0                           | 0.00                     | 0                           | 0.00                     | 8,000                         | 0.00                       | 8,000                        | 0.00                      |
| <b>GRAND TOTAL</b>                      | <b>\$0</b>                  | <b>0.00</b>              | <b>\$0</b>                  | <b>0.00</b>              | <b>\$1,394,435</b>            | <b>25.52</b>               | <b>\$1,394,435</b>           | <b>25.52</b>              |
| GENERAL REVENUE                         | \$0                         | 0.00                     | \$0                         | 0.00                     | \$1,394,435                   | 25.52                      | \$1,394,435                  | 25.52                     |
| FEDERAL FUNDS                           | \$0                         | 0.00                     | \$0                         | 0.00                     | \$0                           | 0.00                       | \$0                          | 0.00                      |
| OTHER FUNDS                             | \$0                         | 0.00                     | \$0                         | 0.00                     | \$0                           | 0.00                       | \$0                          | 0.00                      |

## CORE DECISION ITEM

**Department: Economic Development**  
**Division: Business and Community Services**  
**Core: Finance Team**

**Budget Unit 41965C**

### 1. CORE FINANCIAL SUMMARY

|              | FY 2019 Budget Request |          |               |                |
|--------------|------------------------|----------|---------------|----------------|
|              | GR                     | Federal  | Other         | Total          |
| PS           | 631,527                | 0        | 44,352        | 675,879        |
| EE           | 0                      | 0        | 3,890         | 3,890          |
| PSD          | 0                      | 0        | 0             | 0              |
| TRF          | 0                      | 0        | 0             | 0              |
| <b>Total</b> | <b>631,527</b>         | <b>0</b> | <b>48,242</b> | <b>679,769</b> |

| FTE                | 15.52   | 0.00 | 1.00   | 16.52   |
|--------------------|---------|------|--------|---------|
| <i>Est. Fringe</i> | 347,544 | 0    | 23,481 | 371,024 |

*Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.*

Other Funds: State Supplemental Downtown Development (0766)  
Economic Development Advancement Fund (0783)

|              | FY 2019 Governor's Recommendation |          |               |                |
|--------------|-----------------------------------|----------|---------------|----------------|
|              | GR                                | Fed      | Other         | Total          |
| PS           | 631,527                           | 0        | 44,352        | 675,879        |
| EE           | 0                                 | 0        | 3,890         | 3,890          |
| PSD          | 0                                 | 0        | 0             | 0              |
| TRF          | 0                                 | 0        | 0             | 0              |
| <b>Total</b> | <b>631,527</b>                    | <b>0</b> | <b>48,242</b> | <b>679,769</b> |

| FTE                | 15.52   | 0.00 | 1.00   | 16.52   |
|--------------------|---------|------|--------|---------|
| <i>Est. Fringe</i> | 347,544 | 0    | 23,481 | 371,024 |

*Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.*

Other Funds: State Supplemental Downtown Development (0766)  
Economic Development Advancement Fund (0783)

### 2. CORE DESCRIPTION

The Finance Team, within the Division of Business and Community Services (BCS), is responsible for evaluating community projects for state financial assistance and packaging incentive proposals attractive to companies interested in locating or expanding in Missouri. The Finance Team is responsible for the management of over 30 financial tools offered by the Department and processing large volumes of financial program applications including tax credits, loans and grants.

BCS serves as a partner in the economic development professional community to facilitate the expansion of existing business in the State; to facilitate the location of new business to the State; and to facilitate the startup of new business in the State. The Division also serves as a partner with local governments, non-profits, community organizations, and private citizens to help develop and grow Missouri's communities. The services provided by BCS include professional, technical assistance and project management; training; research; financial assistance; and compliance. A few of the ways BCS measures its success include measuring new jobs created, private investment, leverage, and efficiency of operations.

### 3. PROGRAM LISTING (list programs included in this core funding)

Finance Team

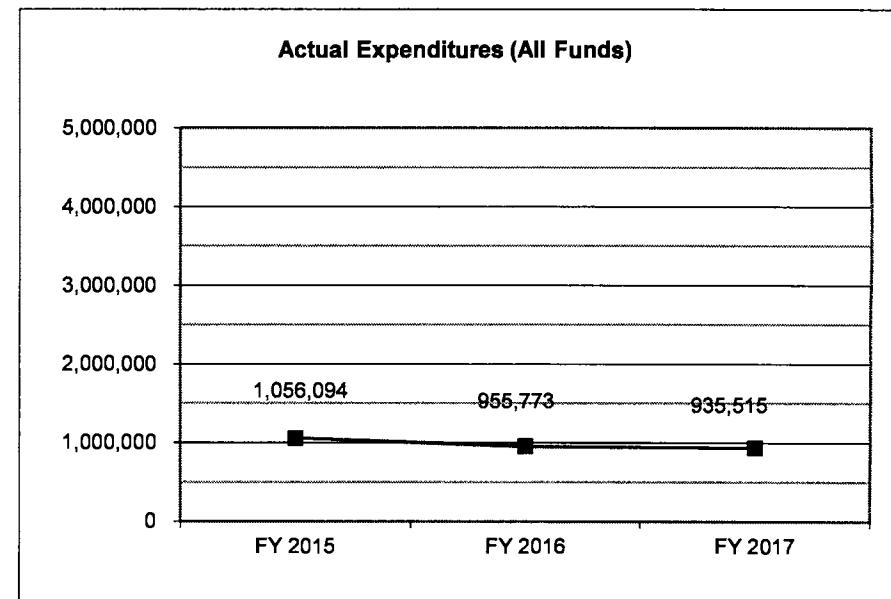
## CORE DECISION ITEM

**Department:** Economic Development  
**Division:** Business and Community Services  
**Core:** Finance Team

Budget Unit 41965C

### 4. FINANCIAL HISTORY

|                                 | FY 2015<br>Actual | FY 2016<br>Actual | FY 2017<br>Actual | FY 2018<br>Current Yr. |
|---------------------------------|-------------------|-------------------|-------------------|------------------------|
| Appropriation (All Funds)       | 1,296,853         | 1,000,264         | 1,017,944         | 1,017,944              |
| Less Reverted (All Funds)       | (31,381)          | (28,587)          | (29,092)          | (18,946)               |
| Less Restricted (All Funds)*    | 0                 | 0                 | 0                 | 0                      |
| Budget Authority (All Funds)    | 1,265,472         | 971,677           | 988,852           | 998,998                |
|                                 |                   |                   |                   |                        |
| Actual Expenditures (All Funds) | 1,056,094         | 955,773           | 935,515           | N/A                    |
| Unexpended (All Funds)          | 209,378           | 15,904            | 53,337            | N/A                    |
|                                 |                   |                   |                   |                        |
| Unexpended, by Fund:            |                   |                   |                   |                        |
| General Revenue                 | 78,958            | 10,960            | 47,306            | N/A                    |
| Federal                         | 118,119           | 0                 | 0                 | N/A                    |
| Other                           | 12,301            | 4,944             | 6,031             | N/A                    |



\*Restricted amount is as of: \_\_\_\_\_

Reverted includes Governor's standard 3 percent reserve (when applicable).

Restricted includes any extraordinary expenditure restriction (when applicable).

### NOTES:

## CORE RECONCILIATION DETAIL

**DEPARTMENT OF ECONOMIC DEVELOPMENT  
FINANCE**

**5. CORE RECONCILIATION DETAIL**

|                                    | Budget Class                  | FTE           | GR             | Federal  | Other            | Total            | Explanation                               |
|------------------------------------|-------------------------------|---------------|----------------|----------|------------------|------------------|---|
| <b>TAFF AFTER VETOES</b>           |                               |               |                |          |                  |                  |   |
|                                    | PS                            | 19.52         | 631,527        | 0        | 270,209          | 901,736          |   |
|                                    | EE                            | 0.00          | 0              | 0        | 111,208          | 111,208          |   |
|                                    | PD                            | 0.00          | 0              | 0        | 5,000            | 5,000            |   |
|                                    | <b>Total</b>                  | <b>19.52</b>  | <b>631,527</b> | <b>0</b> | <b>386,417</b>   | <b>1,017,944</b> |   |
| <b>DEPARTMENT CORE ADJUSTMENTS</b> |                               |               |                |          |                  |                  |   |
| Core Reduction                     | 1291 2812                     | PS            | (3.00)         | 0        | 0                | (225,857)        | (225,857) Reduce EDAF funding for GR NDI. |
| Core Reduction                     | 1291 2816                     | EE            | 0.00           | 0        | 0                | (107,318)        | (107,318) Reduce EDAF funding for GR NDI. |
| Core Reduction                     | 1291 2816                     | PD            | 0.00           | 0        | 0                | (5,000)          | (5,000) Reduce EDAF funding for GR NDI.   |
| Core Reallocation                  | 460 2407                      | PS            | 0.00           | 0        | 0                | 0                | 0 More closely align to budget actuals.   |
|                                    | <b>NET DEPARTMENT CHANGES</b> | <b>(3.00)</b> | <b>0</b>       | <b>0</b> | <b>(338,175)</b> | <b>(338,175)</b> |   |
| <b>DEPARTMENT CORE REQUEST</b>     |                               |               |                |          |                  |                  |   |
|                                    | PS                            | 16.52         | 631,527        | 0        | 44,352           | 675,879          |   |
|                                    | EE                            | 0.00          | 0              | 0        | 3,890            | 3,890            |   |
|                                    | PD                            | 0.00          | 0              | 0        | 0                | 0                |   |
|                                    | <b>Total</b>                  | <b>16.52</b>  | <b>631,527</b> | <b>0</b> | <b>48,242</b>    | <b>679,769</b>   |   |
| <b>GOVERNOR'S RECOMMENDED CORE</b> |                               |               |                |          |                  |                  |   |
|                                    | PS                            | 16.52         | 631,527        | 0        | 44,352           | 675,879          |   |
|                                    | EE                            | 0.00          | 0              | 0        | 3,890            | 3,890            |   |
|                                    | PD                            | 0.00          | 0              | 0        | 0                | 0                |   |
|                                    | <b>Total</b>                  | <b>16.52</b>  | <b>631,527</b> | <b>0</b> | <b>48,242</b>    | <b>679,769</b>   |   |

## DEPARTMENT OF ECONOMIC DEVELOPMENT

## DECISION ITEM SUMMARY

| Budget Unit<br>Decision Item<br>Budget Object Summary<br>Fund | FY 2017<br>ACTUAL<br>DOLLAR | FY 2017<br>ACTUAL<br>FTE | FY 2018<br>BUDGET<br>DOLLAR | FY 2018<br>BUDGET<br>FTE | FY 2019<br>DEPT REQ<br>DOLLAR | FY 2019<br>DEPT REQ<br>FTE | FY 2019<br>GOV REC<br>DOLLAR | FY 2019<br>GOV REC<br>FTE |
|---|-----------------------------|--------------------------|-----------------------------|--------------------------|-------------------------------|----------------------------|------------------------------|---------------------------|
| <b>FINANCE</b>  |                             |                          |                             |                          |                               |                            |                              |                           |
| <b>CORE</b>   |                             |                          |                             |                          |                               |                            |                              |                           |
| <b>PERSONAL SERVICES</b>                                      |                             |                          |                             |                          |                               |                            |                              |                           |
| GENERAL REVENUE   | 784,356                     | 17.51                    | 631,527                     | 15.52                    | 631,527                       | 15.52                      | 631,527                      | 15.52                     |
| STATE SUPP DOWNTOWN DEVELOPMNT                                | 41,904                      | 1.01                     | 44,352                      | 1.00                     | 44,352                        | 1.00                       | 44,352                       | 1.00                      |
| ECON DEVELOP ADVANCEMENT FUND                                 | 0                           | 0.00                     | 225,857                     | 3.00                     | 0                             | 0.00                       | 0                            | 0.00                      |
| <b>TOTAL - PS</b>   | <b>826,260</b>              | <b>18.52</b>             | <b>901,736</b>              | <b>19.52</b>             | <b>675,879</b>                | <b>16.52</b>               | <b>675,879</b>               | <b>16.52</b>              |
| <b>EXPENSE &amp; EQUIPMENT</b>                                |                             |                          |                             |                          |                               |                            |                              |                           |
| GENERAL REVENUE   | 60,992                      | 0.00                     | 0                           | 0.00                     | 0                             | 0.00                       | 0                            | 0.00                      |
| STATE SUPP DOWNTOWN DEVELOPMNT                                | 307                         | 0.00                     | 3,890                       | 0.00                     | 3,890                         | 0.00                       | 3,890                        | 0.00                      |
| ECON DEVELOP ADVANCEMENT FUND                                 | 0                           | 0.00                     | 107,318                     | 0.00                     | 0                             | 0.00                       | 0                            | 0.00                      |
| <b>TOTAL - EE</b>   | <b>61,299</b>               | <b>0.00</b>              | <b>111,208</b>              | <b>0.00</b>              | <b>3,890</b>                  | <b>0.00</b>                | <b>3,890</b>                 | <b>0.00</b>               |
| <b>PROGRAM-SPECIFIC</b>                                       |                             |                          |                             |                          |                               |                            |                              |                           |
| GENERAL REVENUE   | 47,956                      | 0.00                     | 0                           | 0.00                     | 0                             | 0.00                       | 0                            | 0.00                      |
| ECON DEVELOP ADVANCEMENT FUND                                 | 0                           | 0.00                     | 5,000                       | 0.00                     | 0                             | 0.00                       | 0                            | 0.00                      |
| <b>TOTAL - PD</b>   | <b>47,956</b>               | <b>0.00</b>              | <b>5,000</b>                | <b>0.00</b>              | <b>0</b>                      | <b>0.00</b>                | <b>0</b>                     | <b>0.00</b>               |
| <b>TOTAL</b>  | <b>935,515</b>              | <b>18.52</b>             | <b>1,017,944</b>            | <b>19.52</b>             | <b>679,769</b>                | <b>16.52</b>               | <b>679,769</b>               | <b>16.52</b>              |
| <b>Pay Plan - 0000012</b>                                     |                             |                          |                             |                          |                               |                            |                              |                           |
| <b>PERSONAL SERVICES</b>                                      |                             |                          |                             |                          |                               |                            |                              |                           |
| GENERAL REVENUE   | 0                           | 0.00                     | 0                           | 0.00                     | 0                             | 0.00                       | 11,254                       | 0.00                      |
| STATE SUPP DOWNTOWN DEVELOPMNT                                | 0                           | 0.00                     | 0                           | 0.00                     | 0                             | 0.00                       | 650                          | 0.00                      |
| <b>TOTAL - PS</b>   | <b>0</b>                    | <b>0.00</b>              | <b>0</b>                    | <b>0.00</b>              | <b>0</b>                      | <b>0.00</b>                | <b>11,904</b>                | <b>0.00</b>               |
| <b>TOTAL</b>  | <b>0</b>                    | <b>0.00</b>              | <b>0</b>                    | <b>0.00</b>              | <b>0</b>                      | <b>0.00</b>                | <b>11,904</b>                | <b>0.00</b>               |
| <b>Restore GR-Mktg/Sales/Finance - 1419002</b>                |                             |                          |                             |                          |                               |                            |                              |                           |
| <b>PERSONAL SERVICES</b>                                      |                             |                          |                             |                          |                               |                            |                              |                           |
| GENERAL REVENUE   | 0                           | 0.00                     | 0                           | 0.00                     | 225,857                       | 3.00                       | 225,857                      | 3.00                      |
| <b>TOTAL - PS</b>   | <b>0</b>                    | <b>0.00</b>              | <b>0</b>                    | <b>0.00</b>              | <b>225,857</b>                | <b>3.00</b>                | <b>225,857</b>               | <b>3.00</b>               |
| <b>EXPENSE &amp; EQUIPMENT</b>                                |                             |                          |                             |                          |                               |                            |                              |                           |
| GENERAL REVENUE   | 0                           | 0.00                     | 0                           | 0.00                     | 107,318                       | 0.00                       | 107,318                      | 0.00                      |
| <b>TOTAL - EE</b>   | <b>0</b>                    | <b>0.00</b>              | <b>0</b>                    | <b>0.00</b>              | <b>107,318</b>                | <b>0.00</b>                | <b>107,318</b>               | <b>0.00</b>               |
| <b>PROGRAM-SPECIFIC</b>                                       |                             |                          |                             |                          |                               |                            |                              |                           |

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**DEPARTMENT OF ECONOMIC DEVELOPMENT**
**DECISION ITEM SUMMARY**

| Budget Unit                             | FY 2017<br>Decision Item<br>Budget Object Summary<br>Fund | FY 2017<br>ACTUAL<br>DOLLAR | FY 2017<br>ACTUAL<br>FTE | FY 2018<br>BUDGET<br>DOLLAR | FY 2018<br>BUDGET<br>FTE | FY 2019<br>DEPT REQ<br>DOLLAR | FY 2019<br>DEPT REQ<br>FTE | FY 2019<br>GOV REC<br>DOLLAR | FY 2019<br>GOV REC<br>FTE |
|---|---|-----------------------------|--------------------------|-----------------------------|--------------------------|-------------------------------|----------------------------|------------------------------|---------------------------|
| <b>FINANCE</b>                          |   |                             |                          |                             |                          |                               |                            |                              |                           |
| Restore GR-Mktg/Sales/Finance - 1419002 |   |                             |                          |                             |                          |                               |                            |                              |                           |
| PROGRAM-SPECIFIC                        |   |                             |                          |                             |                          |                               |                            |                              |                           |
| GENERAL REVENUE                         |   | 0                           | 0.00                     | 0                           | 0.00                     | 5,000                         | 0.00                       | 5,000                        | 0.00                      |
| TOTAL - PD                              |   | 0                           | 0.00                     | 0                           | 0.00                     | 5,000                         | 0.00                       | 5,000                        | 0.00                      |
| <b>TOTAL</b>                            |   | <b>0</b>                    | <b>0.00</b>              | <b>0</b>                    | <b>0.00</b>              | <b>338,175</b>                | <b>3.00</b>                | <b>338,175</b>               | <b>3.00</b>               |
| <b>GRAND TOTAL</b>                      |   | <b>\$935,515</b>            | <b>18.52</b>             | <b>\$1,017,944</b>          | <b>19.52</b>             | <b>\$1,017,944</b>            | <b>19.52</b>               | <b>\$1,029,848</b>           | <b>19.52</b>              |

## FLEXIBILITY REQUEST FORM

|   |  |
|---|--|
| <b>BUDGET UNIT NUMBER:</b> 41965C   | <b>DEPARTMENT:</b> Economic Development          |
| <b>BUDGET UNIT NAME:</b> Finance Team<br>See complete list of budget units below. | <b>DIVISION:</b> Business and Community Services |

**1. Provide the amount by fund of personal service flexibility and the amount by fund of expense and equipment flexibility you are requesting in dollar and percentage terms and explain why the flexibility is needed. If flexibility is being requested among divisions, provide the amount by fund of flexibility you are requesting in dollar and percentage terms and explain why the flexibility is needed.**

### DEPARTMENT REQUEST

The department is requesting 10% flexibility between the Personal Service and Expense and Equipment appropriations in the Finance Team. This flexibility is needed to ensure our ability to immediately address any identified operational modifications in order to provide the highest quality services to Missourians. Areas of need include special or emergency projects and staff assistance for businesses, training for employees, purchase of supplies and other equipment to make the division more efficient.

- State Supplemental Downtown Dev Fund: Finance PS (8389-0766) - \$44,352 \* 10% = \$4,435 and Finance EE (8390-0766) - \$3,890 \* 10% = \$389
- Economic Development Advance Fund: Finance PS (2812-0783) - \$225,857 \* 10% = \$22,586 and Finance EE (2816-0783) - \$112,318 \* 10% = \$11,232

**2. Estimate how much flexibility will be used for the budget year. How much flexibility was used in the Prior Year Budget and the Current Year Budget? Please specify the amount.**

| PRIOR YEAR<br>ACTUAL AMOUNT OF FLEXIBILITY USED | CURRENT YEAR<br>ESTIMATED AMOUNT OF<br>FLEXIBILITY THAT WILL BE USED  | BUDGET REQUEST<br>ESTIMATED AMOUNT OF<br>FLEXIBILITY THAT WILL BE USED  |
|---|---|---|
| \$0   | Expenditures in PS and E&E will differ annually based on needs to cover operational expenses, address emergency and changing situations, etc. | Expenditures in PS and E&E will differ annually based on needs to cover operational expenses, address emergency and changing situations, etc. |

**3. Please explain how flexibility was used in the prior and/or current years.**

| PRIOR YEAR<br>EXPLAIN ACTUAL USE         | CURRENT YEAR<br>EXPLAIN PLANNED USE  |
|--|--|
| In FY 2017, the Finance Team flexed \$0. | In FY 2018, the MERIC, Marketing, Sales, Finance and Compliance teams were appropriated 10% flexibility between PS and E&E appropriations. This flexibility will allow the department to respond to changing situations to continue to provide the best possible quality service to our customers. |

## FLEXIBILITY REQUEST FORM

| <b>BUDGET UNIT NUMBER:</b> 42183C, 41945C, 41955C, and 41965C   | <b>DEPARTMENT:</b> Economic Development   |   |
|---|---|---|
| <b>BUDGET UNIT NAME:</b> MERIC, Marketing, Sales, and Finance   | <b>DIVISION:</b> Business and Community Services  |   |
| <p><b>1. Provide the amount by fund of personal service flexibility and the amount by fund of expense and equipment flexibility you are requesting in dollar and percentage terms and explain why the flexibility is needed. If flexibility is being requested among divisions, provide the amount by fund of flexibility you are requesting in dollar and percentage terms and explain why the flexibility is needed.</b></p>  |   |   |
| <p><b>DEPARTMENT REQUEST</b></p>  |   |   |
| <p>The Department is requesting 10% flexibility for General Revenue between the teams in the Business and Community Services Division (Section 7.015 of HB 7). These teams are MERIC, Marketing, Sales, and Finance.</p> <ul style="list-style-type: none"> <li>- General Revenue (0101): PS \$744,982 * 10% = \$74,498 (17.6 FTE * 10% = 1.76)</li> <li>- Job Development &amp; Training Fund (0155): PS \$1,581,862 * 10% = \$158,186 (26.57 FTE * 10% = 2.66); EE \$302,933 * 10% = \$30,293</li> <li>- Economic Development Advancement Fund (0783): PS \$1,667,011 * 10% = \$166,701 (32.64 FTE * 10% = 3.26); EE \$1,582,989 * 10% = \$158,299</li> <li>- Economic Development Administrative Fund (0547): PS \$52,535 * 10% = \$5,254 (1.40 FTE * 10% = 0.14)</li> </ul> |   |   |
| <p><b>2. Estimate how much flexibility will be used for the budget year. How much flexibility was used in the Prior Year Budget and the Current Year Budget? Please specify the amount.</b></p>   |   |   |
| PRIOR YEAR<br>ACTUAL AMOUNT OF FLEXIBILITY USED   | CURRENT YEAR<br>ESTIMATED AMOUNT OF<br>FLEXIBILITY THAT WILL BE USED  | BUDGET REQUEST<br>ESTIMATED AMOUNT OF<br>FLEXIBILITY THAT WILL BE USED  |
| \$0   | Expenditures in PS and E&E will differ annually based on needs to cover operational expenses, address emergency and changing situations, etc.   | Expenditures in PS and E&E will differ annually based on needs to cover operational expenses, address emergency and changing situations, etc. |
| <p><b>3. Please explain how flexibility was used in the prior and/or current years.</b></p>   |   |   |
| PRIOR YEAR<br>EXPLAIN ACTUAL USE  | CURRENT YEAR<br>EXPLAIN PLANNED USE   |   |
| In FY 2017, there was \$0 flexed between the BCS Teams.   | In FY 2018, the MERIC, Marketing, Sales, Finance and Compliance Teams were appropriated 10% flexibility between them for GR and 100% between Federal (Section 7.015). This flexibility will allow the department to respond to changing situations to continue to provide the best possible quality service to our customers. |   |

**DEPARTMENT OF ECONOMIC DEVELOPMENT**
**DECISION ITEM DETAIL**

| Budget Unit                     | FY 2017        | FY 2017      | FY 2018        | FY 2018      | FY 2019        | FY 2019      | FY 2019        | FY 2019      |
|---------------------------------|----------------|--------------|----------------|--------------|----------------|--------------|----------------|--------------|
| Decision Item                   | ACTUAL         | ACTUAL       | BUDGET         | BUDGET       | DEPT REQ       | DEPT REQ     | GOV REC        | GOV REC      |
| Budget Object Class             | DOLLAR         | FTE          | DOLLAR         | FTE          | DOLLAR         | FTE          | DOLLAR         | FTE          |
| <b>FINANCE</b>                  |                |              |                |              |                |              |                |              |
| <b>CORE</b>                     |                |              |                |              |                |              |                |              |
| ADMIN OFFICE SUPPORT ASSISTANT  | 9,214          | 0.29         | 4,075          | 0.25         | 4,075          | 0.25         | 4,075          | 0.25         |
| SR OFFICE SUPPORT ASSISTANT     | 0              | 0.00         | 31,660         | 1.37         | 0              | 0.00         | 0              | 0.00         |
| ACCOUNT CLERK II                | 0              | 0.00         | 10,925         | 0.25         | 0              | 0.00         | 0              | 0.00         |
| TRAINING TECH II                | 0              | 0.00         | 7              | 0.00         | 0              | 0.00         | 0              | 0.00         |
| ECONOMIC DEV INCENTIVE SPEC I   | 168,043        | 5.02         | 111,417        | 1.75         | 162,895        | 4.85         | 162,895        | 4.85         |
| ECONOMIC DEV INCENTIVE SPEC II  | 103,395        | 2.61         | 95,032         | 8.00         | 94,551         | 2.61         | 94,551         | 2.61         |
| ECONOMIC DEV INCENTIVE SPC III  | 420,777        | 8.98         | 559,567        | 6.51         | 337,890        | 7.59         | 337,890        | 7.59         |
| COMMUNITY & ECONOMIC DEV MGRB1  | 0              | 0.00         | 9,570          | 0.13         | 0              | 0.00         | 0              | 0.00         |
| COMMUNITY & ECONOMIC DEV MGRB2  | 86,413         | 1.26         | 70,340         | 1.15         | 69,965         | 1.15         | 69,965         | 1.15         |
| DIVISION DIRECTOR               | 37,851         | 0.35         | 6,055          | 0.06         | 6,022          | 0.06         | 6,022          | 0.06         |
| MISCELLANEOUS PROFESSIONAL      | 567            | 0.01         | 481            | 0.01         | 481            | 0.01         | 481            | 0.01         |
| PRINCIPAL ASST BOARD/COMMISSION | 0              | 0.00         | 2,607          | 0.04         | 0              | 0.00         | 0              | 0.00         |
| <b>TOTAL - PS</b>               | <b>826,260</b> | <b>18.52</b> | <b>901,736</b> | <b>19.52</b> | <b>675,879</b> | <b>16.52</b> | <b>675,879</b> | <b>16.52</b> |
| TRAVEL, IN-STATE                | 3,818          | 0.00         | 6,418          | 0.00         | 3,090          | 0.00         | 3,090          | 0.00         |
| TRAVEL, OUT-OF-STATE            | 519            | 0.00         | 14,855         | 0.00         | 0              | 0.00         | 0              | 0.00         |
| FUEL & UTILITIES                | 0              | 0.00         | 8,018          | 0.00         | 0              | 0.00         | 0              | 0.00         |
| SUPPLIES                        | 9,819          | 0.00         | 10,331         | 0.00         | 100            | 0.00         | 100            | 0.00         |
| PROFESSIONAL DEVELOPMENT        | 9,445          | 0.00         | 8,825          | 0.00         | 300            | 0.00         | 300            | 0.00         |
| COMMUNICATION SERV & SUPP       | 8,957          | 0.00         | 17,224         | 0.00         | 400            | 0.00         | 400            | 0.00         |
| PROFESSIONAL SERVICES           | 22,022         | 0.00         | 27,158         | 0.00         | 0              | 0.00         | 0              | 0.00         |
| M&R SERVICES                    | 827            | 0.00         | 901            | 0.00         | 0              | 0.00         | 0              | 0.00         |
| COMPUTER EQUIPMENT              | 0              | 0.00         | 1,932          | 0.00         | 0              | 0.00         | 0              | 0.00         |
| MOTORIZED EQUIPMENT             | 0              | 0.00         | 3,000          | 0.00         | 0              | 0.00         | 0              | 0.00         |
| OFFICE EQUIPMENT                | 0              | 0.00         | 2,519          | 0.00         | 0              | 0.00         | 0              | 0.00         |
| OTHER EQUIPMENT                 | 0              | 0.00         | 1,018          | 0.00         | 0              | 0.00         | 0              | 0.00         |
| PROPERTY & IMPROVEMENTS         | 0              | 0.00         | 1,000          | 0.00         | 0              | 0.00         | 0              | 0.00         |
| BUILDING LEASE PAYMENTS         | 1,100          | 0.00         | 751            | 0.00         | 0              | 0.00         | 0              | 0.00         |
| EQUIPMENT RENTALS & LEASES      | 0              | 0.00         | 2,080          | 0.00         | 0              | 0.00         | 0              | 0.00         |
| MISCELLANEOUS EXPENSES          | 4,792          | 0.00         | 3,178          | 0.00         | 0              | 0.00         | 0              | 0.00         |
| REBILLABLE EXPENSES             | 0              | 0.00         | 2,000          | 0.00         | 0              | 0.00         | 0              | 0.00         |
| <b>TOTAL - EE</b>               | <b>61,299</b>  | <b>0.00</b>  | <b>111,208</b> | <b>0.00</b>  | <b>3,890</b>   | <b>0.00</b>  | <b>3,890</b>   | <b>0.00</b>  |

**DEPARTMENT OF ECONOMIC DEVELOPMENT**
**DECISION ITEM DETAIL**

| Budget Unit           | FY 2017          | FY 2017      | FY 2018            | FY 2018      | FY 2019          | FY 2019      | FY 2019          | FY 2019      |
|-----------------------|------------------|--------------|--------------------|--------------|------------------|--------------|------------------|--------------|
| Decision Item         | ACTUAL           | ACTUAL       | BUDGET             | BUDGET       | DEPT REQ         | DEPT REQ     | GOV REC          | GOV REC      |
| Budget Object Class   | DOLLAR           | FTE          | DOLLAR             | FTE          | DOLLAR           | FTE          | DOLLAR           | FTE          |
| <b>FINANCE</b>        |                  |              |                    |              |                  |              |                  |              |
| <b>CORE</b>           |                  |              |                    |              |                  |              |                  |              |
| PROGRAM DISTRIBUTIONS | 47,956           | 0.00         | 5,000              | 0.00         | 0                | 0.00         | 0                | 0.00         |
| <b>TOTAL - PD</b>     | <b>47,956</b>    | <b>0.00</b>  | <b>5,000</b>       | <b>0.00</b>  | <b>0</b>         | <b>0.00</b>  | <b>0</b>         | <b>0.00</b>  |
| <b>GRAND TOTAL</b>    | <b>\$935,515</b> | <b>18.52</b> | <b>\$1,017,944</b> | <b>19.52</b> | <b>\$679,769</b> | <b>16.52</b> | <b>\$679,769</b> | <b>16.52</b> |
| GENERAL REVENUE       | \$893,304        | 17.51        | \$631,527          | 15.52        | \$631,527        | 15.52        | \$631,527        | 15.52        |
| FEDERAL FUNDS         | \$0              | 0.00         | \$0                | 0.00         | \$0              | 0.00         | \$0              | 0.00         |
| OTHER FUNDS           | \$42,211         | 1.01         | \$386,417          | 4.00         | \$48,242         | 1.00         | \$48,242         | 1.00         |

## PROGRAM DESCRIPTION

**Department: Economic Development**

**Program Name: Finance Team**

**Program is found in the following core budget(s): Finance Team**

**1a. What strategic priority does this program address?**

Grow Missouri's Businesses

**1b. What does this program do?**

- The Division of Business and Community Services Finance Team administers programs designed to encourage redevelopment, community development and business development to create thriving communities in Missouri.
- Redevelopment programs are designed to incent private investment using tax credits to build stronger and more resilient communities through the cleanup and revitalization of a community's facilities/infrastructure and preserving the State's historic buildings/homes.
- Community Development programs are designed to incent not-for-profits to create public/private partnerships where organizations leverage private dollars using state tax credits to benefit Missouri citizens. These programs provide: workforce training, youth development services, physical revitalization, crime prevention, and academic supports to primarily endangered communities and populations.
- Business Development programs are designed to incent companies to locate or expand in the State of Missouri and create new jobs and investment, as well as retain jobs and businesses in the State that would otherwise relocate, using tax credits and retention of withholdings.

**2. What is the authorization for this program, i.e., federal or state statute, etc.? (Include the federal program number, if applicable.)**

Section 620.010, RSMo. establishes the Department of Economic Development and its divisions.

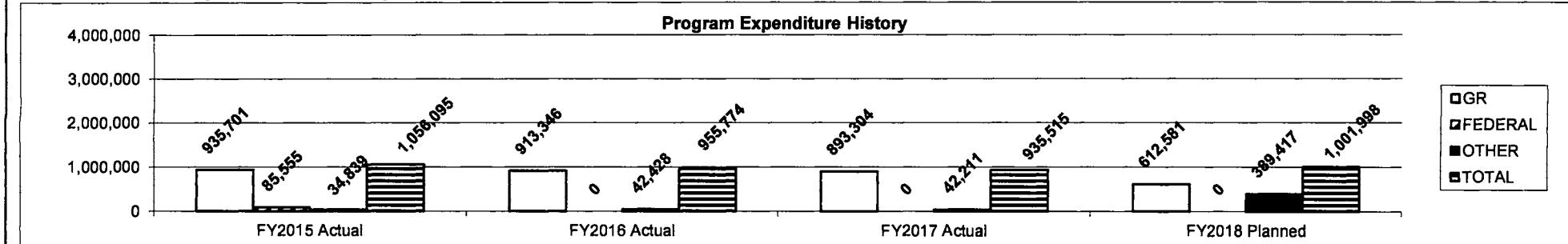
**3. Are there federal matching requirements? If yes, please explain.**

No

**4. Is this a federally mandated program? If yes, please explain.**

No

**5. Provide actual expenditures for the prior three fiscal years and planned expenditures for the current fiscal year.**



Note: Planned Expenditures for GR reflect 3% Governor's Reserve.

**6. What are the sources of the "Other" funds?**

FY15-FY17: State Supplemental Downtown Development Fund (0766).

FY18: Economic Development Advancement Fund (0783) and State Supplemental Downtown Development Fund (0766).

## PROGRAM DESCRIPTION

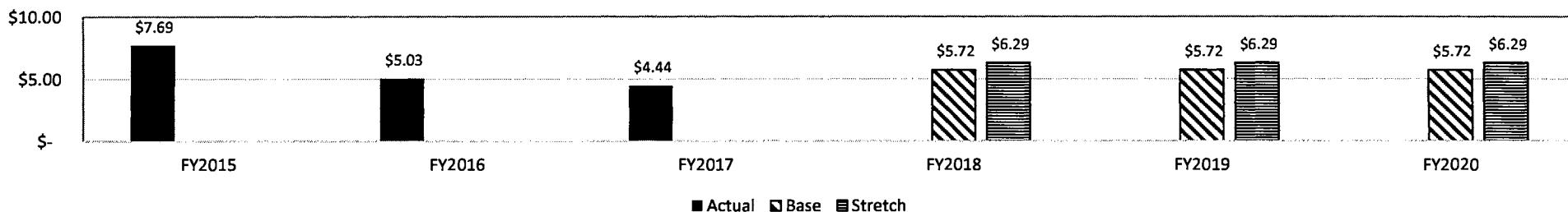
**Department:** Economic Development

**Program Name:** Finance Team

**Program is found in the following core budget(s):** Finance Team

**7a. Provide an effectiveness measure.**

**Private Investment Per Incentive Issued**



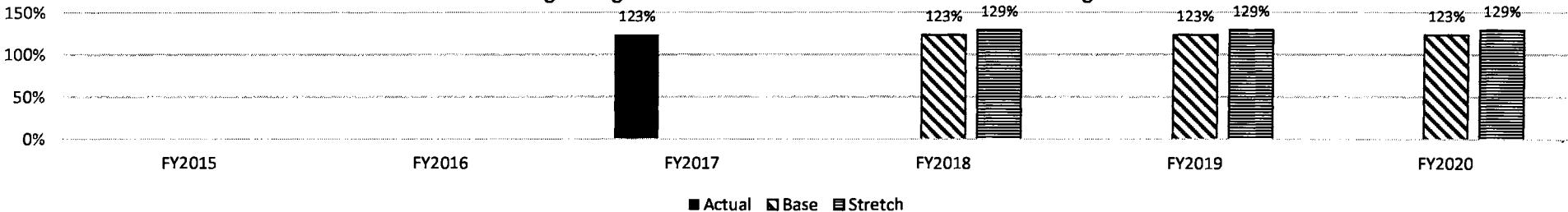
Note 1: Amount of Private Investment compared to \$1 of benefits issued by the Finance Team for all Redevelopment, Community Development and Business Development projects.

Note 2: The Base target is calculated on a 3-year prior average and the Stretch is a 10% increase.

Note 3: This is a new measure; therefore, Projected data for FY15, FY16 and FY17 is not available.

Note 4: Some of the programs that require investment are sunsetting and may negatively impact the numbers going forward. In the programs that require reporting of investment, companies always reported investment. In programs that do not require investment, we do not always get the investment numbers.

**Average Wage of New Jobs as Percent of Statewide Average**



Note 1: Average wages paid to actual new jobs as a percent of the statewide average wage.

Note 2: Because we only have one year of data, the Base target is calculated as the same as the current year and the Stretch target is calculated with a 5% increase.

Note 3: This is a new measure; therefore, data for FY15, FY16 and FY17 Projected is not available. In addition, FY15 and FY16 Actual data is not available. After this year, more data will be collected in order to provide a stronger basis for our Base and Stretch goals.

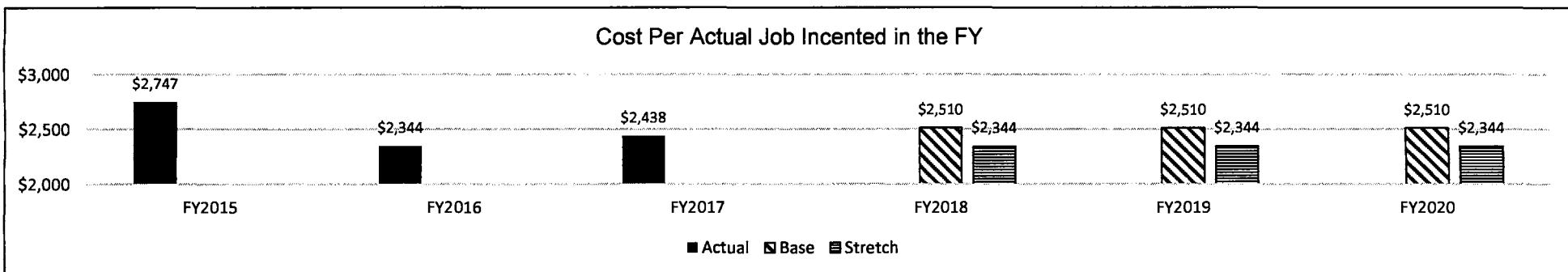
## PROGRAM DESCRIPTION

**Department:** Economic Development

**Program Name:** Finance Team

**Program is found in the following core budget(s):** Finance Team

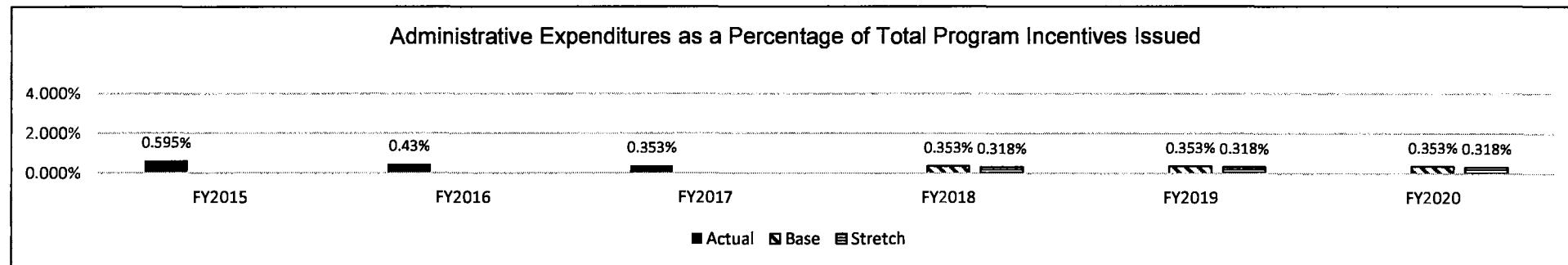
**7b. Provide an efficiency measure.**



Note 1: Includes both new and retention business projects and is calculated by taking the dollar amount of incentives issued over the number of actual jobs created or retained.

Note 2: The Base target is calculated on the 3 year average, and the Stretch target is calculated as the least amount paid per job in the previous 3 years.

Note 3: This is a new measure; therefore, Projected data for FY15, FY16 and FY17 is not available.



Note 1: Administrative costs of the Finance Team as compared of Total Incentives Issued in Finance Programs. This number does not include any costs for services provided by MERIC or Division of Administration that contribute resources to the team.

Note 2: This is a new measure; therefore, data for FY15, FY16 and FY17 Projected is not available.

Note 3: .353% is a very low cost to issued ratio, therefore, it was assumed that the base would remain the same. The Stretch goal was decreased by 10% since that is similar to the decrease between the previous years.

## PROGRAM DESCRIPTION

**Department: Economic Development**

**Program Name: Finance Team**

**Program is found in the following core budget(s): Finance Team**

**7c. Provide the number of clients/individuals served, if applicable.**

|   | FY2015    |        | FY2016    |        | FY2017    |        | FY2018    | FY2019    | FY2020    |
|---|-----------|--------|-----------|--------|-----------|--------|-----------|-----------|-----------|
|   | Projected | Actual | Projected | Actual | Projected | Actual | Projected | Projected | Projected |
| <b>Number of Organizations and Businesses Approved for Incentives</b> | N/A       | 588    | N/A       | 579    | N/A       | 616    | 594       | 594       | 594       |
| <b>Number of Tax Credit Certificates Issued*</b>                      | N/A       | 5,253  | N/A       | 5,256  | N/A       | 5,480  | 5,329     | 5,329     | 5,329     |
| <b>Dollar Amount of Incentives Issued</b>                             | N/A       | \$177M | N/A       | \$220M | N/A       | \$264M | \$221M    | \$221M    | \$221M    |

Note 1: This is a new measure; therefore, Projected data for FY15, FY16 and FY17 is not available.

Note 2: Used the average for the past 3 years as projected. There is a cap on most of the programs and the numbers will only fluctuate so much based on the type of projects that apply.

Note 3: These numbers are representative of the following programs: Amateur Sporting Tax Credit, Amateur Sporting Contribution Tax Credit, Brownfield Redevelopment, Business Facility, Community Bank, Development Tax Credit, Distressed Area Land Assemblage, Enhanced Enterprise Zone, Enterprise Zone, Family Development Account, Film Production Tax Credit, Historic Preservation, Incubator, Innovation Campus, Manufacturing Jobs, Missouri Works, Neighborhood Assistance Program, Neighborhood Preservation, New Markets, Quality Jobs, Rebuilding, Wine and Grape and Youth Opportunities Program.

\*This number includes every certificate issued, which could mean the same company or organization is issued multiple certificates in a given year.

**7d. Provide a customer satisfaction measure, if available.**

BCS will create a ten question survey for stakeholders related to the program. Five questions will be common across the Division. Five questions will be specific to the activities of this program. The five common questions will be aggregated annually and benchmarked against a baseline for division wide improvement. The five questions specific to the program will be aggregated annually and benchmarked against a baseline for improvements to this program.

**NEW DECISION ITEM**  
**RANK: \_\_\_\_\_ OF \_\_\_\_\_**

|   |                    |                                  |
|---|--------------------|----------------------------------|
| <b>Department:</b> Economic Development                           | <b>Budget Unit</b> | <b>41945C, 41955C and 41965C</b> |
| <b>Division:</b> Business and Community Services                  |                    |                                  |
| <b>DI Name:</b> Restoration of GR-Marketing, Sales, Finance Teams | <b>DI# 1419002</b> |                                  |

**1. AMOUNT OF REQUEST**

| <b>FY 2019 Budget Request</b> |                  |                |              |                  |
|-------------------------------|------------------|----------------|--------------|------------------|
|                               | <b>GR</b>        | <b>Federal</b> | <b>Other</b> | <b>Total</b>     |
| PS                            | 1,667,011        | 0              | 0            | 1,667,011        |
| EE                            | 1,119,989        | 0              | 0            | 1,119,989        |
| PSD                           | 463,000          | 0              | 0            | 463,000          |
| TRF                           | 0                | 0              | 0            | 0                |
| <b>Total</b>                  | <b>3,250,000</b> | <b>0</b>       | <b>0</b>     | <b>3,250,000</b> |

|            |              |             |             |              |
|------------|--------------|-------------|-------------|--------------|
| <b>FTE</b> | <b>32.64</b> | <b>0.00</b> | <b>0.00</b> | <b>32.64</b> |
|------------|--------------|-------------|-------------|--------------|

|                    |                |          |          |                |
|--------------------|----------------|----------|----------|----------------|
| <b>Est. Fringe</b> | <b>847,223</b> | <b>0</b> | <b>0</b> | <b>847,223</b> |
|--------------------|----------------|----------|----------|----------------|

Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

Other Funds:

**2. THIS REQUEST CAN BE CATEGORIZED AS:**

|                 |                   |   |
|-----------------|-------------------|---|
| New Legislation | New Program       | <input checked="" type="checkbox"/> Fund Switch |
| Federal Mandate | Program Expansion | Cost to Continue                                |
| GR Pick-Up      | Space Request     | Equipment Replacement                           |
| Pay Plan        | Other: _____      |   |

**3. WHY IS THIS FUNDING NEEDED? PROVIDE AN EXPLANATION FOR ITEMS CHECKED IN #2. INCLUDE THE FEDERAL OR STATE STATUTORY OR CONSTITUTIONAL AUTHORIZATION FOR THIS PROGRAM.**

This New Decision Item is being requested in order to restore General Revenue funding for the Marketing, Sales and Finance Teams. In Fiscal Year 2018, several BCS budget appropriations originally funded by General Revenue were switched to be funded by the Economic Development Advancement Fund (0783). Based on estimated revenues, if the Business Recruitment and Marketing appropriation is restored, DED has determined that the EDAF fund will not be sustainable as the expenditures from EDAF will outpace the revenues.

In order to continue to provide the critical services provided by the Marketing, Sales and Finance Teams, it is imperative that General Revenue funding is restored for both Personal Service and Expense and Equipment. If this New Decision Item is not approved, it is critical the EDAF appropriation be maintained.

## NEW DECISION ITEM

RANK: \_\_\_\_\_ OF \_\_\_\_\_

|   |                    |                                  |
|---|--------------------|----------------------------------|
| <b>Department:</b> Economic Development                           | <b>Budget Unit</b> | <b>41945C, 41955C and 41965C</b> |
| <b>Division:</b> Business and Community Services                  |                    |                                  |
| <b>DI Name:</b> Restoration of GR-Marketing, Sales, Finance Teams | <b>DI#</b> 1419002 |                                  |

**4. DESCRIBE THE DETAILED ASSUMPTIONS USED TO DERIVE THE SPECIFIC REQUESTED AMOUNT. (How did you determine that the requested number of FTE were appropriate? From what source or standard did you derive the requested levels of funding? Were alternatives such as outsourcing or automation considered? If based on new legislation, does request tie to TAFF fiscal note? If not, explain why. Detail which portions of the request are one-times and how those amounts were calculated.)**

The specific amount was derived based on the FY18 fund switches from GR to EDAF for the Marketing, Sales and Finance Teams. Please see the EDAF Revenues Versus Expenditures Trend Chart under Number 7.

**5. BREAK DOWN THE REQUEST BY BUDGET OBJECT CLASS, JOB CLASS, AND FUND SOURCE. IDENTIFY ONE-TIME COSTS.**

| <b>Budget Object Class/Job Class</b> | <b>Dept Req</b>  | <b>Dept Req</b> | <b>Dept Req</b> | <b>Dept Req</b> | <b>Dept Req</b> | <b>Dept Req</b> | <b>Dept Req</b>  | <b>Dept Req</b> |                 |
|--------------------------------------|------------------|-----------------|-----------------|-----------------|-----------------|-----------------|------------------|-----------------|-----------------|
|                                      | <b>GR</b>        | <b>GR</b>       | <b>FED</b>      | <b>FED</b>      | <b>OTHER</b>    | <b>OTHER</b>    | <b>TOTAL</b>     | <b>TOTAL</b>    | <b>One-Time</b> |
|                                      | <b>DOLLARS</b>   | <b>FTE</b>      | <b>DOLLARS</b>  | <b>FTE</b>      | <b>DOLLARS</b>  | <b>FTE</b>      | <b>DOLLARS</b>   | <b>FTE</b>      | <b>DOLLARS</b>  |
| Marketing Team Personal Service      | 178,739          | 4.12            |                 |                 |                 |                 | 178,739          | 4.12            |                 |
| Sales Team Personal Service          | 1,262,415        | 25.52           |                 |                 |                 |                 | 1,262,415        | 25.52           |                 |
| Finance Team Personal Service        | 225,857          | 3.00            |                 |                 |                 |                 | 225,857          | 3.00            |                 |
| <b>Total PS</b>                      | <b>1,667,011</b> | <b>32.64</b>    | <b>0</b>        | <b>0.0</b>      | <b>0</b>        | <b>0.0</b>      | <b>1,667,011</b> | <b>32.64</b>    | <b>0</b>        |
| Marketing Team EE                    | 888,651          |                 |                 |                 |                 |                 | 888,651          |                 |                 |
| Sales Team EE                        | 124,020          |                 |                 |                 |                 |                 | 124,020          |                 |                 |
| Finance Team EE                      | 107,318          |                 |                 |                 |                 |                 | 107,318          |                 |                 |
| <b>Total EE</b>                      | <b>1,119,989</b> |                 | <b>0</b>        |                 | <b>0</b>        |                 | <b>1,119,989</b> |                 | <b>0</b>        |
| Marketing Team Program Distributions | 450,000          |                 |                 |                 |                 |                 | 450,000          |                 |                 |
| Sales Team Program Distributions     | 8,000            |                 |                 |                 |                 |                 | 8,000            |                 |                 |
| Finance Team Program Distributions   | 5,000            |                 |                 |                 |                 |                 | 5,000            |                 |                 |
| <b>Total PSD</b>                     | <b>463,000</b>   |                 | <b>0</b>        |                 | <b>0</b>        |                 | <b>463,000</b>   |                 | <b>0</b>        |
| Transfers                            |                  |                 |                 |                 |                 |                 |                  |                 |                 |
| <b>Total TRF</b>                     | <b>0</b>         |                 | <b>0</b>        |                 | <b>0</b>        |                 | <b>0</b>         |                 | <b>0</b>        |
| <b>Grand Total</b>                   | <b>3,250,000</b> | <b>32.64</b>    | <b>0</b>        | <b>0.0</b>      | <b>0</b>        | <b>0.0</b>      | <b>3,250,000</b> | <b>32.64</b>    | <b>0</b>        |

## NEW DECISION ITEM

RANK: \_\_\_\_\_ OF \_\_\_\_\_

| <b>Department:</b> Economic Development                           | <b>Budget Unit</b> <u>41945C, 41955C and 41965C</u> |                               |                                    |                                |                                      |                                  |                                      |                                  |
|---|---|-------------------------------|------------------------------------|--------------------------------|--------------------------------------|----------------------------------|--------------------------------------|----------------------------------|
| <b>Division:</b> Business and Community Services                  |   |                               |                                    |                                |                                      |                                  |                                      |                                  |
| <b>DI Name:</b> Restoration of GR-Marketing, Sales, Finance Teams | <b>DI#</b> <u>1419002</u>                           |                               |                                    |                                |                                      |                                  |                                      |                                  |
| <b>Budget Object Class/Job Class</b>                              | <b>Gov Rec<br/>GR<br/>DOLLARS</b>                   | <b>Gov Rec<br/>GR<br/>FTE</b> | <b>Gov Rec<br/>FED<br/>DOLLARS</b> | <b>Gov Rec<br/>FED<br/>FTE</b> | <b>Gov Rec<br/>OTHER<br/>DOLLARS</b> | <b>Gov Rec<br/>OTHER<br/>FTE</b> | <b>Gov Rec<br/>TOTAL<br/>DOLLARS</b> | <b>Gov Rec<br/>TOTAL<br/>FTE</b> |
| Marketing Team PS   | 178,739   | 4.12                          |                                    |                                |                                      |                                  | 178,739                              | 4.12                             |
| Sales Team PS   | 1,262,415   | 25.52                         |                                    |                                |                                      |                                  | 1,262,415                            | 25.52                            |
| Finance Team PS   | 225,857   | 3.00                          |                                    |                                |                                      |                                  | 225,857                              | 3.00                             |
| <b>Total PS</b>   | <b>1,667,011</b>                                    | <b>32.64</b>                  | <b>0</b>                           | <b>0.0</b>                     | <b>0</b>                             | <b>0.0</b>                       | <b>1,667,011</b>                     | <b>32.64</b>                     |
| Marketing Team EE   | 888,651   |                               |                                    |                                |                                      |                                  | 888,651                              |                                  |
| Sales Team EE   | 124,020   |                               |                                    |                                |                                      |                                  | 124,020                              |                                  |
| Finance Team EE   | 107,318   |                               |                                    |                                |                                      |                                  | 107,318                              |                                  |
| <b>Total EE</b>   | <b>1,119,989</b>                                    |                               | <b>0</b>                           |                                | <b>0</b>                             |                                  | <b>1,119,989</b>                     |                                  |
| Marketing Team Program Distributions                              | 450,000   |                               |                                    |                                |                                      |                                  | 450,000                              |                                  |
| Sales Team Program Distributions                                  | 8,000   |                               |                                    |                                |                                      |                                  | 8,000                                |                                  |
| Finance Team Distributions  | 5,000   |                               |                                    |                                |                                      |                                  | 5,000                                |                                  |
| <b>Total PSD</b>  | <b>463,000</b>                                      |                               | <b>0</b>                           |                                | <b>0</b>                             |                                  | <b>463,000</b>                       |                                  |
| Transfers   |   |                               |                                    |                                |                                      |                                  |                                      |                                  |
| <b>Total TRF</b>  | <b>0</b>  |                               | <b>0</b>                           |                                | <b>0</b>                             |                                  | <b>0</b>                             |                                  |
| <b>Grand Total</b>  | <b>3,250,000</b>                                    | <b>32.64</b>                  | <b>0</b>                           | <b>0.0</b>                     | <b>0</b>                             | <b>0.0</b>                       | <b>3,250,000</b>                     | <b>32.64</b>                     |

**NEW DECISION ITEM**  
**RANK: \_\_\_\_\_ OF \_\_\_\_\_**

|   |                    |                                  |
|---|--------------------|----------------------------------|
| <b>Department:</b> Economic Development                           | <b>Budget Unit</b> | <b>41945C, 41955C and 41965C</b> |
| <b>Division:</b> Business and Community Services                  |                    |                                  |
| <b>DI Name:</b> Restoration of GR-Marketing, Sales, Finance Teams | <b>DI#</b>         | <b>1419002</b>                   |

**6. PERFORMANCE MEASURES (If new decision item has an associated core, separately identify projected performance with & without additional funding.)**

**6a. Provide an effectiveness measure.**

Refer to the Core Decision Item forms for the Marketing, Sales and Finance Teams effectiveness measures.

**6c. Provide the number of clients/individuals served, if applicable.**

Refer to the Core Decision Item forms for the Marketing, Sales and Finance Teams number of clients served.

**6b. Provide an efficiency measure.**

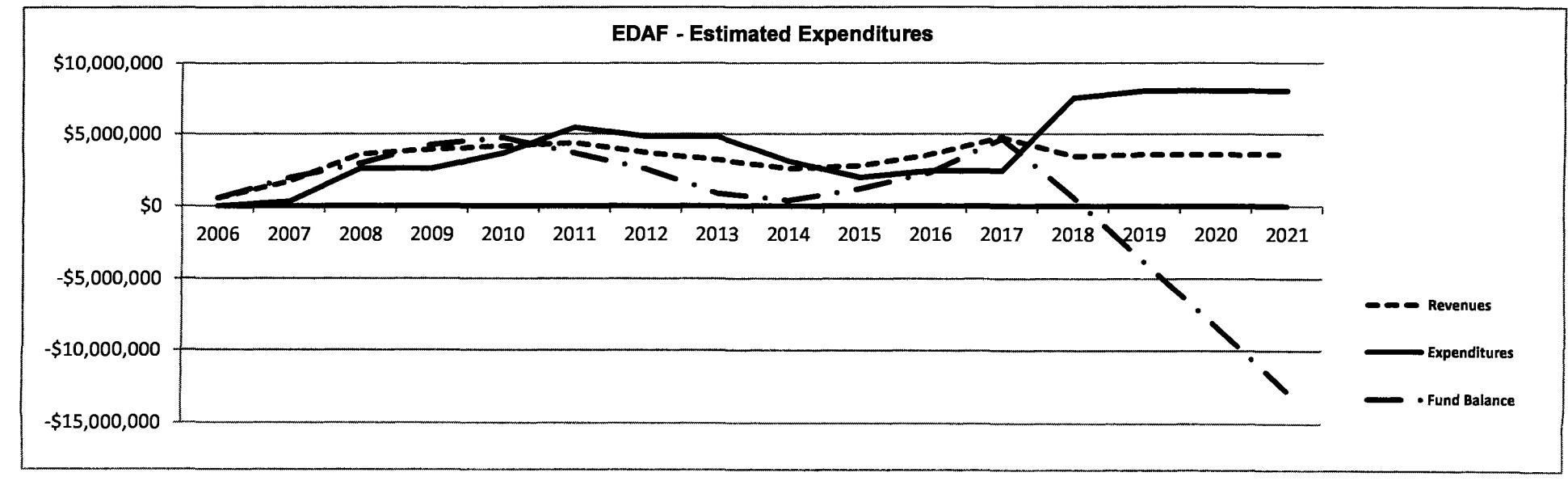
Refer to the Core Decision Item forms for the Marketing, Sales and Finance Teams efficiency measures.

**6d. Provide a customer satisfaction measure, if available.**

Refer to the Core Decision Item forms for the Marketing, Sales and Finance Teams customer satisfaction.

**7. STRATEGIES TO ACHIEVE THE PERFORMANCE MEASUREMENT TARGETS:**

The chart below demonstrates that Expenditures will out pace Revenues if the Business Recruitment and Marketing appropriation is restored and the BCS Marketing, Sales and Finance Teams and International Trade & Investment Offices Fund Switches are not made in FY19.



**DEPARTMENT OF ECONOMIC DEVELOPMENT**
**DECISION ITEM DETAIL**

| Budget Unit                             | FY 2017    | FY 2017     | FY 2018    | FY 2018     | FY 2019          | FY 2019     | FY 2019          | FY 2019     |
|---|------------|-------------|------------|-------------|------------------|-------------|------------------|-------------|
| Decision Item                           | ACTUAL     | ACTUAL      | BUDGET     | BUDGET      | DEPT REQ         | DEPT REQ    | GOV REC          | GOV REC     |
| Budget Object Class                     | DOLLAR     | FTE         | DOLLAR     | FTE         | DOLLAR           | FTE         | DOLLAR           | FTE         |
| <b>FINANCE</b>                          |            |             |            |             |                  |             |                  |             |
| Restore GR-Mktg/Sales/Finance - 1419002 |            |             |            |             |                  |             |                  |             |
| ECONOMIC DEV INCENTIVE SPC III          | 0          | 0.00        | 0          | 0.00        | 225,857          | 3.00        | 225,857          | 3.00        |
| TOTAL - PS                              | 0          | 0.00        | 0          | 0.00        | 225,857          | 3.00        | 225,857          | 3.00        |
| TRAVEL, IN-STATE                        | 0          | 0.00        | 0          | 0.00        | 3,328            | 0.00        | 3,328            | 0.00        |
| TRAVEL, OUT-OF-STATE                    | 0          | 0.00        | 0          | 0.00        | 14,855           | 0.00        | 14,855           | 0.00        |
| FUEL & UTILITIES                        | 0          | 0.00        | 0          | 0.00        | 8,018            | 0.00        | 8,018            | 0.00        |
| SUPPLIES                                | 0          | 0.00        | 0          | 0.00        | 10,231           | 0.00        | 10,231           | 0.00        |
| PROFESSIONAL DEVELOPMENT                | 0          | 0.00        | 0          | 0.00        | 10,457           | 0.00        | 10,457           | 0.00        |
| COMMUNICATION SERV & SUPP               | 0          | 0.00        | 0          | 0.00        | 16,824           | 0.00        | 16,824           | 0.00        |
| PROFESSIONAL SERVICES                   | 0          | 0.00        | 0          | 0.00        | 27,158           | 0.00        | 27,158           | 0.00        |
| M&R SERVICES                            | 0          | 0.00        | 0          | 0.00        | 901              | 0.00        | 901              | 0.00        |
| MOTORIZED EQUIPMENT                     | 0          | 0.00        | 0          | 0.00        | 3,000            | 0.00        | 3,000            | 0.00        |
| OFFICE EQUIPMENT                        | 0          | 0.00        | 0          | 0.00        | 2,519            | 0.00        | 2,519            | 0.00        |
| OTHER EQUIPMENT                         | 0          | 0.00        | 0          | 0.00        | 1,018            | 0.00        | 1,018            | 0.00        |
| PROPERTY & IMPROVEMENTS                 | 0          | 0.00        | 0          | 0.00        | 1,000            | 0.00        | 1,000            | 0.00        |
| BUILDING LEASE PAYMENTS                 | 0          | 0.00        | 0          | 0.00        | 751              | 0.00        | 751              | 0.00        |
| EQUIPMENT RENTALS & LEASES              | 0          | 0.00        | 0          | 0.00        | 2,080            | 0.00        | 2,080            | 0.00        |
| MISCELLANEOUS EXPENSES                  | 0          | 0.00        | 0          | 0.00        | 3,178            | 0.00        | 3,178            | 0.00        |
| REBILLABLE EXPENSES                     | 0          | 0.00        | 0          | 0.00        | 2,000            | 0.00        | 2,000            | 0.00        |
| TOTAL - EE                              | 0          | 0.00        | 0          | 0.00        | 107,318          | 0.00        | 107,318          | 0.00        |
| PROGRAM DISTRIBUTIONS                   | 0          | 0.00        | 0          | 0.00        | 5,000            | 0.00        | 5,000            | 0.00        |
| TOTAL - PD                              | 0          | 0.00        | 0          | 0.00        | 5,000            | 0.00        | 5,000            | 0.00        |
| <b>GRAND TOTAL</b>                      | <b>\$0</b> | <b>0.00</b> | <b>\$0</b> | <b>0.00</b> | <b>\$338,175</b> | <b>3.00</b> | <b>\$338,175</b> | <b>3.00</b> |
| GENERAL REVENUE                         | \$0        | 0.00        | \$0        | 0.00        | \$338,175        | 3.00        | \$338,175        | 3.00        |
| FEDERAL FUNDS                           | \$0        | 0.00        | \$0        | 0.00        | \$0              | 0.00        | \$0              | 0.00        |
| OTHER FUNDS                             | \$0        | 0.00        | \$0        | 0.00        | \$0              | 0.00        | \$0              | 0.00        |

**CORE DECISION ITEM**

|   |                    |  |             |             |
|---|--------------------|--|-------------|-------------|
| <b>Department:</b> Economic Development   | <b>Budget Unit</b> | <b>41975C</b>                                      |             |             |
| <b>Division:</b> Business and Community Services  |                    |  |             |             |
| <b>Core:</b> Compliance Team  |                    |  |             |             |
| <b>1. CORE FINANCIAL SUMMARY</b>  |                    |  |             |             |
|   |                    | <b>FY 2019 Budget Request</b>                      |             |             |
|   |                    | <b>GR</b> <b>Federal</b> <b>Other</b> <b>Total</b> |             |             |
| PS  | 0                  | 0  | 0           | 0           |
| EE  | 0                  | 0  | 0           | 0           |
| PSD   | 0                  | 0  | 0           | 0           |
| TRF   | 0                  | 0  | 0           | 0           |
| <b>Total</b>  | <b>0</b>           | <b>0</b>   | <b>0</b>    | <b>0</b>    |
|   |                    | <b>FY 2019 Governor's Recommendation</b>           |             |             |
|   |                    | <b>GR</b> <b>Fed</b> <b>Other</b> <b>Total</b>     |             |             |
| PS  | 0                  | 0  | 0           | 0           |
| EE  | 0                  | 0  | 0           | 0           |
| PSD   | 0                  | 0  | 0           | 0           |
| TRF   | 0                  | 0  | 0           | 0           |
| <b>Total</b>  | <b>0</b>           | <b>0</b>   | <b>0</b>    | <b>0</b>    |
| <b>FTE</b>  | <b>0.00</b>        | <b>0.00</b>  | <b>0.00</b> | <b>0.00</b> |
| <b>Est. Fringe</b>  | <b>0</b>           | <b>0</b>   | <b>0</b>    | <b>0</b>    |
| <i>Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.</i>  |                    |  |             |             |
| Other Funds:  |                    |  |             |             |
| <b>2. CORE DESCRIPTION</b>  |                    |  |             |             |
| The Compliance Team core funding of \$71,212 PS, \$21,336 EE, and 2.01 FTE has been core reallocated to the Community Development Block Grant (CDBG) Program Administration core. |                    |  |             |             |
| <b>3. PROGRAM LISTING (list programs included in this core funding)</b>   |                    |  |             |             |
| Compliance Team   |                    |  |             |             |

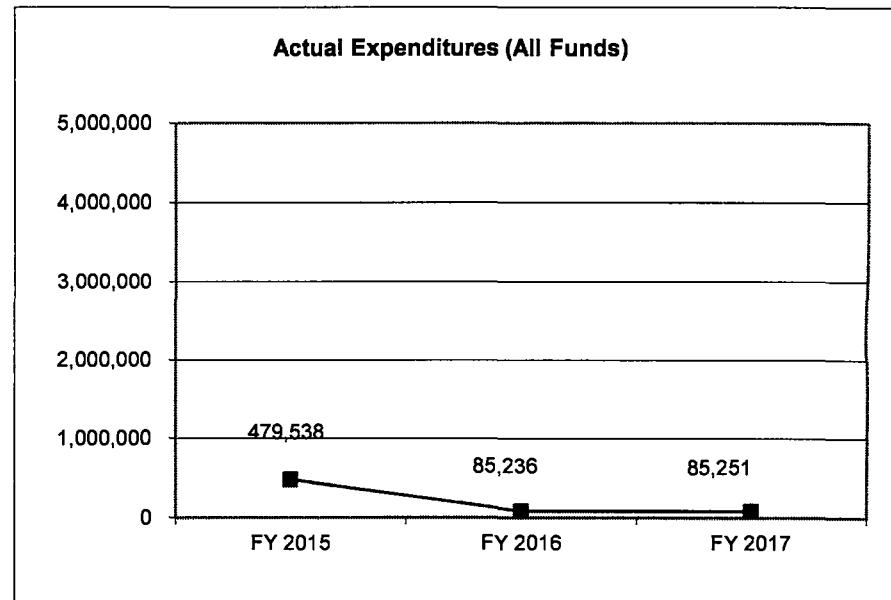
## **CORE DECISION ITEM**

**Department: Economic Development**  
**Division: Business and Community Services**  
**Core: Compliance Team**

Budget Unit 41975C

#### **4. FINANCIAL HISTORY**

|                                 | FY 2015<br>Actual | FY 2016<br>Actual | FY 2017<br>Actual | FY 2018<br>Current Yr. |
|---------------------------------|-------------------|-------------------|-------------------|------------------------|
| Appropriation (All Funds)       | 846,618           | 91,152            | 92,548            | 0                      |
| Less Reverted (All Funds)       | (4,748)           | (2,734)           | (2,776)           | 0                      |
| Less Restricted ( All Funds)*   | 0                 | 0                 | 0                 | 0                      |
| Budget Authority (All Funds)    | 841,870           | 88,418            | 89,772            | 0                      |
|                                 |                   |                   |                   |                        |
| Actual Expenditures (All Funds) | 479,538           | 85,236            | 85,251            | N/A                    |
| Unexpended (All Funds)          | 362,332           | 3,182             | 4,521             | N/A                    |
|                                 |                   |                   |                   |                        |
| Unexpended, by Fund:            |                   |                   |                   |                        |
| General Revenue                 | 10,434            | 3,182             | 4,521             | N/A                    |
| Federal                         | 351,898           | 0                 | 0                 | N/A                    |
| Other                           | 0                 | 0                 | 0                 | N/A                    |



\*Restricted amount is as of:

Reverted includes Governor's standard 3 percent reserve (when applicable).

**Restricted includes any extraordinary expenditure restriction (when applicable).**

**NOTES:**

**DEPARTMENT OF ECONOMIC DEVELOPMENT**
**DECISION ITEM SUMMARY**

| Budget Unit<br>Decision Item<br>Budget Object Summary<br>Fund | FY 2017<br>ACTUAL<br>DOLLAR | FY 2017<br>ACTUAL<br>FTE | FY 2018<br>BUDGET<br>DOLLAR | FY 2018<br>BUDGET<br>FTE | FY 2019<br>DEPT REQ<br>DOLLAR | FY 2019<br>DEPT REQ<br>FTE | FY 2019<br>GOV REC<br>DOLLAR | FY 2019<br>GOV REC<br>FTE |
|---|-----------------------------|--------------------------|-----------------------------|--------------------------|-------------------------------|----------------------------|------------------------------|---------------------------|
| <b>COMPLIANCE</b>   |                             |                          |                             |                          |                               |                            |                              |                           |
| <b>CORE</b>   |                             |                          |                             |                          |                               |                            |                              |                           |
| PERSONAL SERVICES   |                             |                          |                             |                          |                               |                            |                              |                           |
| GENERAL REVENUE   | 64,556                      | 1.23                     | 0                           | 0.00                     | 0                             | 0.00                       | 0                            | 0.00                      |
| TOTAL - PS  | 64,556                      | 1.23                     | 0                           | 0.00                     | 0                             | 0.00                       | 0                            | 0.00                      |
| EXPENSE & EQUIPMENT   |                             |                          |                             |                          |                               |                            |                              |                           |
| GENERAL REVENUE   | 20,695                      | 0.00                     | 0                           | 0.00                     | 0                             | 0.00                       | 0                            | 0.00                      |
| TOTAL - EE  | 20,695                      | 0.00                     | 0                           | 0.00                     | 0                             | 0.00                       | 0                            | 0.00                      |
| <b>TOTAL</b>  | <b>85,251</b>               | <b>1.23</b>              | <b>0</b>                    | <b>0.00</b>              | <b>0</b>                      | <b>0.00</b>                | <b>0</b>                     | <b>0.00</b>               |
| <b>GRAND TOTAL</b>  | <b>\$85,251</b>             | <b>1.23</b>              | <b>\$0</b>                  | <b>0.00</b>              | <b>\$0</b>                    | <b>0.00</b>                | <b>\$0</b>                   | <b>0.00</b>               |

**DEPARTMENT OF ECONOMIC DEVELOPMENT**
**DECISION ITEM DETAIL**

| Budget Unit<br>Decision Item<br>Budget Object Class | FY 2017<br>ACTUAL<br>DOLLAR | FY 2017<br>ACTUAL<br>FTE | FY 2018<br>BUDGET<br>DOLLAR | FY 2018<br>BUDGET<br>FTE | FY 2019<br>DEPT REQ<br>DOLLAR | FY 2019<br>DEPT REQ<br>FTE | FY 2019<br>GOV REC<br>DOLLAR | FY 2019<br>GOV REC<br>FTE |
|---|-----------------------------|--------------------------|-----------------------------|--------------------------|-------------------------------|----------------------------|------------------------------|---------------------------|
| <b>COMPLIANCE</b>                                   |                             |                          |                             |                          |                               |                            |                              |                           |
| <b>CORE</b>   |                             |                          |                             |                          |                               |                            |                              |                           |
| ECONOMIC DEV INCENTIVE SPEC I                       | 16,798                      | 0.51                     | 0                           | 0.00                     | 0                             | 0.00                       | 0                            | 0.00                      |
| ECONOMIC DEV INCENTIVE SPEC II                      | 4,688                       | 0.12                     | 0                           | 0.00                     | 0                             | 0.00                       | 0                            | 0.00                      |
| COMMUNITY & ECONOMIC DEV MGRB2                      | 41,937                      | 0.58                     | 0                           | 0.00                     | 0                             | 0.00                       | 0                            | 0.00                      |
| MISCELLANEOUS PROFESSIONAL                          | 1,133                       | 0.02                     | 0                           | 0.00                     | 0                             | 0.00                       | 0                            | 0.00                      |
| <b>TOTAL - PS</b>                                   | <b>64,556</b>               | <b>1.23</b>              | <b>0</b>                    | <b>0.00</b>              | <b>0</b>                      | <b>0.00</b>                | <b>0</b>                     | <b>0.00</b>               |
| TRAVEL, IN-STATE                                    | 1,437                       | 0.00                     | 0                           | 0.00                     | 0                             | 0.00                       | 0                            | 0.00                      |
| TRAVEL, OUT-OF-STATE                                | 964                         | 0.00                     | 0                           | 0.00                     | 0                             | 0.00                       | 0                            | 0.00                      |
| SUPPLIES  | 1,205                       | 0.00                     | 0                           | 0.00                     | 0                             | 0.00                       | 0                            | 0.00                      |
| PROFESSIONAL DEVELOPMENT                            | 2,863                       | 0.00                     | 0                           | 0.00                     | 0                             | 0.00                       | 0                            | 0.00                      |
| COMMUNICATION SERV & SUPP                           | 1,207                       | 0.00                     | 0                           | 0.00                     | 0                             | 0.00                       | 0                            | 0.00                      |
| PROFESSIONAL SERVICES                               | 12,405                      | 0.00                     | 0                           | 0.00                     | 0                             | 0.00                       | 0                            | 0.00                      |
| M&R SERVICES  | 325                         | 0.00                     | 0                           | 0.00                     | 0                             | 0.00                       | 0                            | 0.00                      |
| BUILDING LEASE PAYMENTS                             | 238                         | 0.00                     | 0                           | 0.00                     | 0                             | 0.00                       | 0                            | 0.00                      |
| MISCELLANEOUS EXPENSES                              | 51                          | 0.00                     | 0                           | 0.00                     | 0                             | 0.00                       | 0                            | 0.00                      |
| <b>TOTAL - EE</b>                                   | <b>20,695</b>               | <b>0.00</b>              | <b>0</b>                    | <b>0.00</b>              | <b>0</b>                      | <b>0.00</b>                | <b>0</b>                     | <b>0.00</b>               |
| <b>GRAND TOTAL</b>                                  | <b>\$85,251</b>             | <b>1.23</b>              | <b>\$0</b>                  | <b>0.00</b>              | <b>\$0</b>                    | <b>0.00</b>                | <b>\$0</b>                   | <b>0.00</b>               |
| GENERAL REVENUE                                     | \$85,251                    | 1.23                     | \$0                         | 0.00                     | \$0                           | 0.00                       |                              | 0.00                      |
| FEDERAL FUNDS                                       | \$0                         | 0.00                     | \$0                         | 0.00                     | \$0                           | 0.00                       |                              | 0.00                      |
| OTHER FUNDS   | \$0                         | 0.00                     | \$0                         | 0.00                     | \$0                           | 0.00                       |                              | 0.00                      |

## PROGRAM DESCRIPTION

**Department: Economic Development**

**Program Name: Compliance Team**

**Program is found in the following core budget(s): Compliance Team**

**1a. What strategic priority does this program address?**

Refer to CDBG Administration Core.

**1b. What does this program do?**

The funding and FTE for the Compliance Team were transferred to the CDBG Administration Core with FY18 budget.

**2. What is the authorization for this program, i.e., federal or state statute, etc.? (Include the federal program number, if applicable.)**

Section 620.010, RSMo, establishes the Department of Economic Development and its divisions.

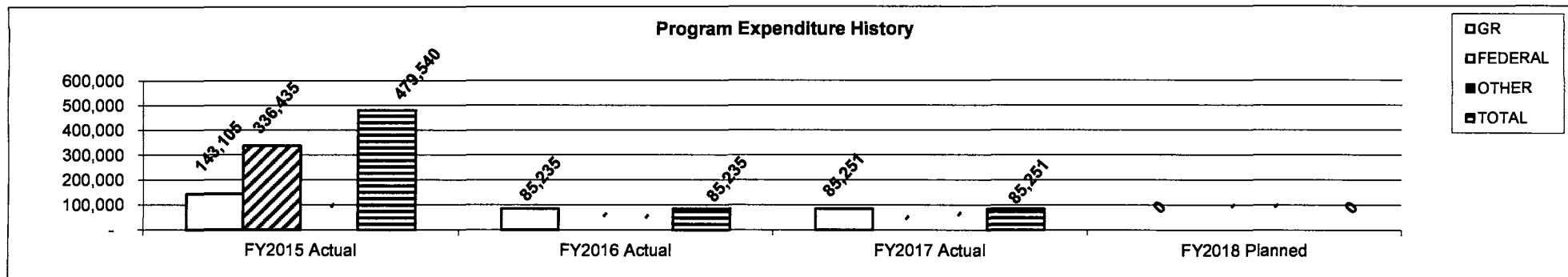
**3. Are there federal matching requirements? If yes, please explain.**

No.

**4. Is this a federally mandated program? If yes, please explain.**

No.

**5. Provide actual expenditures for the prior three fiscal years and planned expenditures for the current fiscal year.**



Note: Funding transferred to CDBG Administration Core in FY18.

**6. What are the sources of the "Other" funds?**

N/A

## PROGRAM DESCRIPTION

**Department: Economic Development**

**Program Name: Compliance Team**

**Program is found in the following core budget(s): Compliance Team**

**7a. Provide an effectiveness measure.**

Funding transferred to CDBG Administration Core in FY18

**7b. Provide an efficiency measure.**

Funding transferred to CDBG Administration Core in FY18

**7c. Provide the number of clients/individuals served, if applicable.**

Funding transferred to CDBG Administration Core in FY18

**7d. Provide a customer satisfaction measure, if available.**

Funding transferred to CDBG Administration Core in FY18

## CORE DECISION ITEM

**Department:** Economic Development  
**Division:** Business and Community Services  
**Core:** Econ Dev Advancement Fund Refunds (EDAF)

Budget Unit 41980C

### 1. CORE FINANCIAL SUMMARY

|              | FY 2019 Budget Request |          |               |               |
|--------------|------------------------|----------|---------------|---------------|
|              | GR                     | Federal  | Other         | Total         |
| PS           | 0                      | 0        | 0             | 0             |
| EE           | 0                      | 0        | 0             | 0             |
| PSD          | 0                      | 0        | 10,000        | 10,000        |
| TRF          | 0                      | 0        | 0             | 0             |
| <b>Total</b> | <b>0</b>               | <b>0</b> | <b>10,000</b> | <b>10,000</b> |

FTE            0.00        0.00        0.00        0.00

**Est. Fringe**      0        0        0        0

Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

Other Funds: Economic Development Advancement Fund (0783)

|              | FY 2019 Governor's Recommendation |          |               |               |
|--------------|-----------------------------------|----------|---------------|---------------|
|              | GR                                | Fed      | Other         | Total         |
| PS           | 0                                 | 0        | 0             | 0             |
| EE           | 0                                 | 0        | 0             | 0             |
| PSD          | 0                                 | 0        | 10,000        | 10,000        |
| TRF          | 0                                 | 0        | 0             | 0             |
| <b>Total</b> | <b>0</b>                          | <b>0</b> | <b>10,000</b> | <b>10,000</b> |

FTE            0.00        0.00        0.00        0.00

**Est. Fringe**      0        0        0        0

Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

Other Funds: Economic Development Advancement Fund (0783)  
An "E" is requested on \$1 Other Funds

### 2. CORE DESCRIPTION

The Economic Development Advancement Fund (EDAF) was created per 620.1900, RSMo, in order to receive fees from the recipients of certain tax credits issued by the department, in an amount up to 2½% of the amount of the issued tax credit. Upon issuance of the tax credits, the fees are paid by the recipient. This core item provides the Department of Economic Development the ability to refund an overpayment or erroneous payment of any amount credited to the EDAF.

### 3. PROGRAM LISTING (list programs included in this core funding)

Economic Development Advancement Fund.

## CORE DECISION ITEM

**Department:** Economic Development  
**Division:** Business and Community Services  
**Core:** Econ Dev Advancement Fund Refunds (EDAF)

Budget Unit 41980C

### 4. FINANCIAL HISTORY

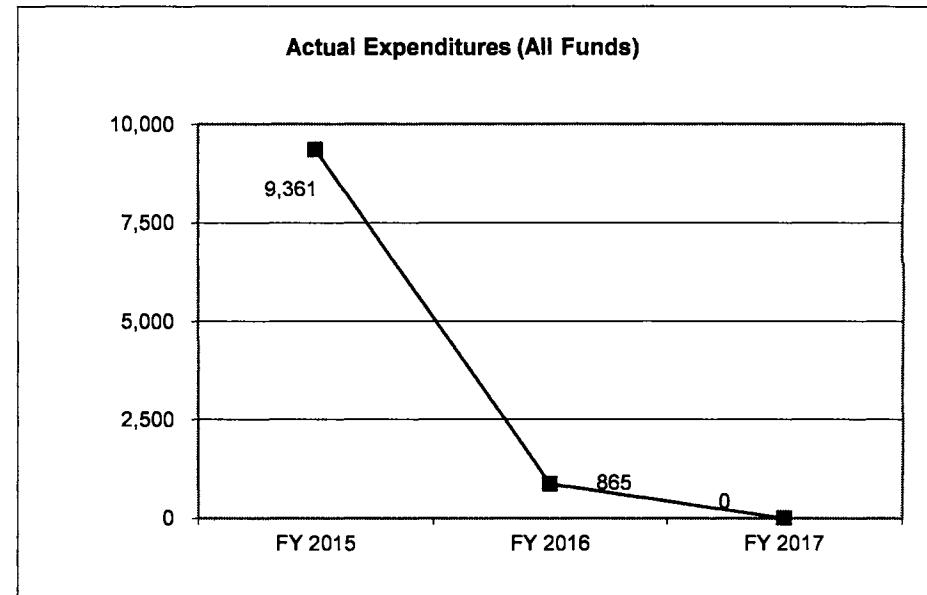
|                                 | FY 2015<br>Actual | FY 2016<br>Actual | FY 2017<br>Actual | FY 2018<br>Current Yr. |
|---------------------------------|-------------------|-------------------|-------------------|------------------------|
| Appropriation (All Funds)       | 1                 | 1                 | 1                 | 10,000                 |
| Less Reverted (All Funds)       | 0                 | 0                 | 0                 | 0                      |
| Less Restricted (All Funds)*    | 0                 | 0                 | 0                 | 0                      |
| Budget Authority (All Funds)    | 1                 | 1                 | 1                 | 10,000                 |
| Actual Expenditures (All Funds) | 9,361             | 865               | 0                 | N/A                    |
| Unexpended (All Funds)          | (9,360)           | (864)             | 1                 | N/A                    |
| Unexpended, by Fund:            |                   |                   |                   |                        |
| General Revenue                 | 0                 | 0                 | 0                 | N/A                    |
| Federal                         | 0                 | 0                 | 0                 | N/A                    |
| Other                           | (9,360)           | (864)             | 1                 | N/A                    |

\*Restricted amount is as of: \_\_\_\_\_

Reverted includes Governor's standard 3 percent reserve (when applicable).

Restricted includes any extraordinary expenditure restriction (when applicable).

### NOTES:



## CORE RECONCILIATION DETAIL

**DEPARTMENT OF ECONOMIC DEVELOPMENT**  
**TAX CREDIT REFUNDS**

### 5. CORE RECONCILIATION DETAIL

|                                    | Budget Class | FTE         | GR       | Federal  | Other         | Total         | Explanation |
|------------------------------------|--------------|-------------|----------|----------|---------------|---------------|-------------|
| <b>TAFF AFTER VETOES</b>           | PD           | 0.00        | 0        | 0        | 10,000        | 10,000        |             |
|                                    | <b>Total</b> | <b>0.00</b> | <b>0</b> | <b>0</b> | <b>10,000</b> | <b>10,000</b> |             |
| <b>DEPARTMENT CORE REQUEST</b>     | PD           | 0.00        | 0        | 0        | 10,000        | 10,000        |             |
|                                    | <b>Total</b> | <b>0.00</b> | <b>0</b> | <b>0</b> | <b>10,000</b> | <b>10,000</b> |             |
| <b>GOVERNOR'S RECOMMENDED CORE</b> | PD           | 0.00        | 0        | 0        | 10,000        | 10,000        |             |
|                                    | <b>Total</b> | <b>0.00</b> | <b>0</b> | <b>0</b> | <b>10,000</b> | <b>10,000</b> |             |

**DEPARTMENT OF ECONOMIC DEVELOPMENT**
**DECISION ITEM SUMMARY**

| Budget Unit                   | Decision Item | FY 2017<br>ACTUAL<br>DOLLAR | FY 2017<br>ACTUAL<br>FTE | FY 2018<br>BUDGET<br>DOLLAR | FY 2018<br>BUDGET<br>FTE | FY 2019<br>DEPT REQ<br>DOLLAR | FY 2019<br>DEPT REQ<br>FTE | FY 2019<br>GOV REC<br>DOLLAR | FY 2019<br>GOV REC<br>FTE |
|-------------------------------|---------------|-----------------------------|--------------------------|-----------------------------|--------------------------|-------------------------------|----------------------------|------------------------------|---------------------------|
| <b>TAX CREDIT REFUNDS</b>     |               |                             |                          |                             |                          |                               |                            |                              |                           |
| <b>CORE</b>                   |               |                             |                          |                             |                          |                               |                            |                              |                           |
| PROGRAM-SPECIFIC              |               |                             |                          |                             |                          |                               |                            |                              |                           |
| ECON DEVELOP ADVANCEMENT FUND |               | 0                           | 0.00                     | 10,000                      | 0.00                     | 10,000                        | 0.00                       | 10,000                       | 0.00                      |
| TOTAL - PD                    |               | 0                           | 0.00                     | 10,000                      | 0.00                     | 10,000                        | 0.00                       | 10,000                       | 0.00                      |
| <b>TOTAL</b>                  |               | <b>0</b>                    | <b>0.00</b>              | <b>10,000</b>               | <b>0.00</b>              | <b>10,000</b>                 | <b>0.00</b>                | <b>10,000</b>                | <b>0.00</b>               |
| <b>GRAND TOTAL</b>            |               | <b>\$0</b>                  | <b>0.00</b>              | <b>\$10,000</b>             | <b>0.00</b>              | <b>\$10,000</b>               | <b>0.00</b>                | <b>\$10,000</b>              | <b>0.00</b>               |

**DEPARTMENT OF ECONOMIC DEVELOPMENT**
**DECISION ITEM DETAIL**

| Budget Unit               | FY 2017    | FY 2017     | FY 2018         | FY 2018     | FY 2019         | FY 2019     | FY 2019         | FY 2019     |
|---------------------------|------------|-------------|-----------------|-------------|-----------------|-------------|-----------------|-------------|
| Decision Item             | ACTUAL     | ACTUAL      | BUDGET          | BUDGET      | DEPT REQ        | DEPT REQ    | GOV REC         | GOV REC     |
| Budget Object Class       | DOLLAR     | FTE         | DOLLAR          | FTE         | DOLLAR          | FTE         | DOLLAR          | FTE         |
| <b>TAX CREDIT REFUNDS</b> |            |             |                 |             |                 |             |                 |             |
| <b>CORE</b>               |            |             |                 |             |                 |             |                 |             |
| PROGRAM DISTRIBUTIONS     | 0          | 0.00        | 9,999           | 0.00        | 9,999           | 0.00        | 9,999           | 0.00        |
| REFUNDS                   | 0          | 0.00        | 1               | 0.00        | 1               | 0.00        | 1               | 0.00        |
| <b>TOTAL - PD</b>         | <b>0</b>   | <b>0.00</b> | <b>10,000</b>   | <b>0.00</b> | <b>10,000</b>   | <b>0.00</b> | <b>10,000</b>   | <b>0.00</b> |
| <b>GRAND TOTAL</b>        | <b>\$0</b> | <b>0.00</b> | <b>\$10,000</b> | <b>0.00</b> | <b>\$10,000</b> | <b>0.00</b> | <b>\$10,000</b> | <b>0.00</b> |
| GENERAL REVENUE           | \$0        | 0.00        | \$0             | 0.00        | \$0             | 0.00        | \$0             | 0.00        |
| FEDERAL FUNDS             | \$0        | 0.00        | \$0             | 0.00        | \$0             | 0.00        | \$0             | 0.00        |
| OTHER FUNDS               | \$0        | 0.00        | \$10,000        | 0.00        | \$10,000        | 0.00        | \$10,000        | 0.00        |

## PROGRAM DESCRIPTION

**Department:** Economic Development

**Program Name:** Economic Development Advancement Fund Refunds

**Program is found in the following core budget(s):** EDAF Refunds

**1a. What strategic priority does this program address?**

Provides ability to refund an overpayment.

**1b. What does this program do?**

This item provides the ability to refund an overpayment or erroneous payment of any amount credited to the Economic Development Advancement Fund (EDAF) per 620.1900, RSMo. EDAF was created in order to receive fees from the recipients of certain tax credits issued by the department, in an amount up to 2½% of the amount of the issued tax credit. Upon issuance of the tax credits, the fees are paid by the recipient. The fund is also structured to receive gifts, contributions, grants, or bequests received from federal, private and other sources including any appropriations to the fund.

**2. What is the authorization for this program, i.e., federal or state statute, etc.? (Include the federal program number, if applicable.)**

Section 620.1900, RSMo, which established the Economic Development Advancement Fund.

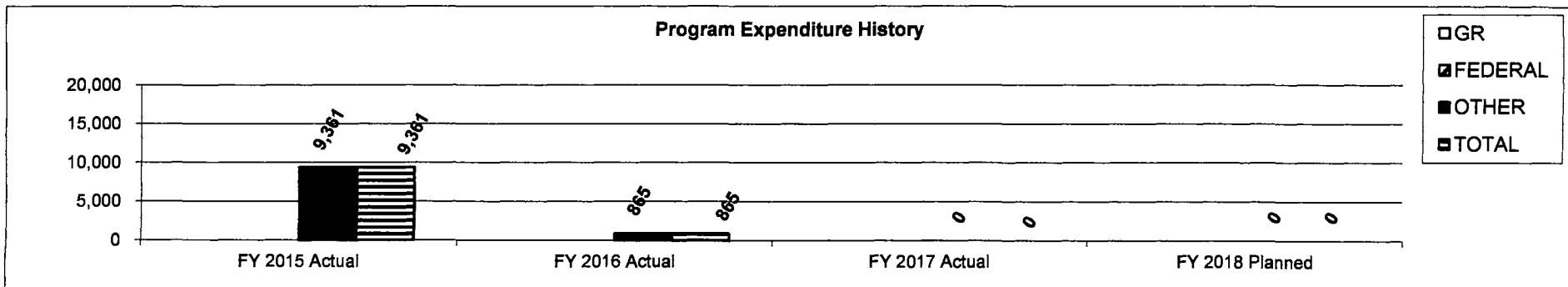
**3. Are there federal matching requirements? If yes, please explain.**

No.

**4. Is this a federally mandated program? If yes, please explain.**

No.

**5. Provide actual expenditures for the prior three fiscal years and planned expenditures for the current fiscal year.**



**6. What are the sources of the "Other" funds?**

Economic Development Advancement Fund (0783)

## PROGRAM DESCRIPTION

**Department: Economic Development**

**Program Name: Economic Development Advancement Fund Refunds**

**Program is found in the following core budget(s): EDAF Refunds**

**7a. Provide an effectiveness measure.**

Provides ability to refund an overpayment. Measure not required.

**7b. Provide an efficiency measure.**

Provides ability to refund an overpayment. Measure not required.

**7c. Provide the number of clients/individuals served, if applicable.**

Provides ability to refund an overpayment. Measure not required.

**7d. Provide a customer satisfaction measure, if available.**

Provides ability to refund an overpayment. Measure not required.

## CORE DECISION ITEM

| <b>Department:</b>  | <b>Economic Development</b>                       |                |                  | <b>Budget Unit</b> | <b>42013C</b>  |              |              |           |   |   |   |   |           |   |   |   |   |            |   |   |   |   |            |   |   |   |   |              |          |          |          |          |  |  |  |  |           |            |              |              |           |   |   |   |   |           |   |   |           |           |            |   |   |   |   |            |   |   |   |   |              |          |          |                  |                  |
|---|---|----------------|------------------|--------------------|----------------|--------------|--------------|-----------|---|---|---|---|-----------|---|---|---|---|------------|---|---|---|---|------------|---|---|---|---|--------------|----------|----------|----------|----------|--|--|--|--|-----------|------------|--------------|--------------|-----------|---|---|---|---|-----------|---|---|-----------|-----------|------------|---|---|---|---|------------|---|---|---|---|--------------|----------|----------|------------------|------------------|
| <b>Division:</b>  | <b>Business and Community Services</b>            |                |                  |                    |                |              |              |           |   |   |   |   |           |   |   |   |   |            |   |   |   |   |            |   |   |   |   |              |          |          |          |          |  |  |  |  |           |            |              |              |           |   |   |   |   |           |   |   |           |           |            |   |   |   |   |            |   |   |   |   |              |          |          |                  |                  |
| <b>Core:</b>  | <b>International Trade and Investment Offices</b> |                |                  |                    |                |              |              |           |   |   |   |   |           |   |   |   |   |            |   |   |   |   |            |   |   |   |   |              |          |          |          |          |  |  |  |  |           |            |              |              |           |   |   |   |   |           |   |   |           |           |            |   |   |   |   |            |   |   |   |   |              |          |          |                  |                  |
| <b>1. CORE FINANCIAL SUMMARY</b>  |   |                |                  |                    |                |              |              |           |   |   |   |   |           |   |   |   |   |            |   |   |   |   |            |   |   |   |   |              |          |          |          |          |  |  |  |  |           |            |              |              |           |   |   |   |   |           |   |   |           |           |            |   |   |   |   |            |   |   |   |   |              |          |          |                  |                  |
| <b>FY 2019 Budget Request</b> <table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th></th> <th><b>GR</b></th> <th><b>Federal</b></th> <th><b>Other</b></th> <th><b>Total</b></th> </tr> </thead> <tbody> <tr> <td><b>PS</b></td><td>0</td><td>0</td><td>0</td><td>0</td></tr> <tr> <td><b>EE</b></td><td>0</td><td>0</td><td>0</td><td>0</td></tr> <tr> <td><b>PSD</b></td><td>0</td><td>0</td><td>0</td><td>0</td></tr> <tr> <td><b>TRF</b></td><td>0</td><td>0</td><td>0</td><td>0</td></tr> <tr> <td><b>Total</b></td><td><b>0</b></td><td><b>0</b></td><td><b>0</b></td><td><b>0</b></td></tr> </tbody> </table> |   |                |                  | <b>GR</b>          | <b>Federal</b> | <b>Other</b> | <b>Total</b> | <b>PS</b> | 0 | 0 | 0 | 0 | <b>EE</b> | 0 | 0 | 0 | 0 | <b>PSD</b> | 0 | 0 | 0 | 0 | <b>TRF</b> | 0 | 0 | 0 | 0 | <b>Total</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>FY 2019 Governor's Recommendation</b> <table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th></th> <th><b>GR</b></th> <th><b>Fed</b></th> <th><b>Other</b></th> <th><b>Total</b></th> </tr> </thead> <tbody> <tr> <td><b>PS</b></td><td>0</td><td>0</td><td>0</td><td>0</td></tr> <tr> <td><b>EE</b></td><td>0</td><td>0</td><td>1,500,000</td><td>1,500,000</td></tr> <tr> <td><b>PSD</b></td><td>0</td><td>0</td><td>0</td><td>0</td></tr> <tr> <td><b>TRF</b></td><td>0</td><td>0</td><td>0</td><td>0</td></tr> <tr> <td><b>Total</b></td><td><b>0</b></td><td><b>0</b></td><td><b>1,500,000</b></td><td><b>1,500,000</b></td></tr> </tbody> </table> |  |  |  | <b>GR</b> | <b>Fed</b> | <b>Other</b> | <b>Total</b> | <b>PS</b> | 0 | 0 | 0 | 0 | <b>EE</b> | 0 | 0 | 1,500,000 | 1,500,000 | <b>PSD</b> | 0 | 0 | 0 | 0 | <b>TRF</b> | 0 | 0 | 0 | 0 | <b>Total</b> | <b>0</b> | <b>0</b> | <b>1,500,000</b> | <b>1,500,000</b> |
|   | <b>GR</b>   | <b>Federal</b> | <b>Other</b>     | <b>Total</b>       |                |              |              |           |   |   |   |   |           |   |   |   |   |            |   |   |   |   |            |   |   |   |   |              |          |          |          |          |  |  |  |  |           |            |              |              |           |   |   |   |   |           |   |   |           |           |            |   |   |   |   |            |   |   |   |   |              |          |          |                  |                  |
| <b>PS</b>   | 0   | 0              | 0                | 0                  |                |              |              |           |   |   |   |   |           |   |   |   |   |            |   |   |   |   |            |   |   |   |   |              |          |          |          |          |  |  |  |  |           |            |              |              |           |   |   |   |   |           |   |   |           |           |            |   |   |   |   |            |   |   |   |   |              |          |          |                  |                  |
| <b>EE</b>   | 0   | 0              | 0                | 0                  |                |              |              |           |   |   |   |   |           |   |   |   |   |            |   |   |   |   |            |   |   |   |   |              |          |          |          |          |  |  |  |  |           |            |              |              |           |   |   |   |   |           |   |   |           |           |            |   |   |   |   |            |   |   |   |   |              |          |          |                  |                  |
| <b>PSD</b>  | 0   | 0              | 0                | 0                  |                |              |              |           |   |   |   |   |           |   |   |   |   |            |   |   |   |   |            |   |   |   |   |              |          |          |          |          |  |  |  |  |           |            |              |              |           |   |   |   |   |           |   |   |           |           |            |   |   |   |   |            |   |   |   |   |              |          |          |                  |                  |
| <b>TRF</b>  | 0   | 0              | 0                | 0                  |                |              |              |           |   |   |   |   |           |   |   |   |   |            |   |   |   |   |            |   |   |   |   |              |          |          |          |          |  |  |  |  |           |            |              |              |           |   |   |   |   |           |   |   |           |           |            |   |   |   |   |            |   |   |   |   |              |          |          |                  |                  |
| <b>Total</b>  | <b>0</b>  | <b>0</b>       | <b>0</b>         | <b>0</b>           |                |              |              |           |   |   |   |   |           |   |   |   |   |            |   |   |   |   |            |   |   |   |   |              |          |          |          |          |  |  |  |  |           |            |              |              |           |   |   |   |   |           |   |   |           |           |            |   |   |   |   |            |   |   |   |   |              |          |          |                  |                  |
|   | <b>GR</b>   | <b>Fed</b>     | <b>Other</b>     | <b>Total</b>       |                |              |              |           |   |   |   |   |           |   |   |   |   |            |   |   |   |   |            |   |   |   |   |              |          |          |          |          |  |  |  |  |           |            |              |              |           |   |   |   |   |           |   |   |           |           |            |   |   |   |   |            |   |   |   |   |              |          |          |                  |                  |
| <b>PS</b>   | 0   | 0              | 0                | 0                  |                |              |              |           |   |   |   |   |           |   |   |   |   |            |   |   |   |   |            |   |   |   |   |              |          |          |          |          |  |  |  |  |           |            |              |              |           |   |   |   |   |           |   |   |           |           |            |   |   |   |   |            |   |   |   |   |              |          |          |                  |                  |
| <b>EE</b>   | 0   | 0              | 1,500,000        | 1,500,000          |                |              |              |           |   |   |   |   |           |   |   |   |   |            |   |   |   |   |            |   |   |   |   |              |          |          |          |          |  |  |  |  |           |            |              |              |           |   |   |   |   |           |   |   |           |           |            |   |   |   |   |            |   |   |   |   |              |          |          |                  |                  |
| <b>PSD</b>  | 0   | 0              | 0                | 0                  |                |              |              |           |   |   |   |   |           |   |   |   |   |            |   |   |   |   |            |   |   |   |   |              |          |          |          |          |  |  |  |  |           |            |              |              |           |   |   |   |   |           |   |   |           |           |            |   |   |   |   |            |   |   |   |   |              |          |          |                  |                  |
| <b>TRF</b>  | 0   | 0              | 0                | 0                  |                |              |              |           |   |   |   |   |           |   |   |   |   |            |   |   |   |   |            |   |   |   |   |              |          |          |          |          |  |  |  |  |           |            |              |              |           |   |   |   |   |           |   |   |           |           |            |   |   |   |   |            |   |   |   |   |              |          |          |                  |                  |
| <b>Total</b>  | <b>0</b>  | <b>0</b>       | <b>1,500,000</b> | <b>1,500,000</b>   |                |              |              |           |   |   |   |   |           |   |   |   |   |            |   |   |   |   |            |   |   |   |   |              |          |          |          |          |  |  |  |  |           |            |              |              |           |   |   |   |   |           |   |   |           |           |            |   |   |   |   |            |   |   |   |   |              |          |          |                  |                  |
| <b>FTE</b>  |   |                | <b>0.00</b>      | <b>0.00</b>        | <b>0.00</b>    |              |              |           |   |   |   |   |           |   |   |   |   |            |   |   |   |   |            |   |   |   |   |              |          |          |          |          |  |  |  |  |           |            |              |              |           |   |   |   |   |           |   |   |           |           |            |   |   |   |   |            |   |   |   |   |              |          |          |                  |                  |
| <b>Est. Fringe</b>  |   |                | <b>0</b>         | <b>0</b>           | <b>0</b>       |              |              |           |   |   |   |   |           |   |   |   |   |            |   |   |   |   |            |   |   |   |   |              |          |          |          |          |  |  |  |  |           |            |              |              |           |   |   |   |   |           |   |   |           |           |            |   |   |   |   |            |   |   |   |   |              |          |          |                  |                  |
| Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.   |   |                |                  |                    |                |              |              |           |   |   |   |   |           |   |   |   |   |            |   |   |   |   |            |   |   |   |   |              |          |          |          |          |  |  |  |  |           |            |              |              |           |   |   |   |   |           |   |   |           |           |            |   |   |   |   |            |   |   |   |   |              |          |          |                  |                  |
| Other Funds:  |   |                | Other Funds:     |                    |                |              |              |           |   |   |   |   |           |   |   |   |   |            |   |   |   |   |            |   |   |   |   |              |          |          |          |          |  |  |  |  |           |            |              |              |           |   |   |   |   |           |   |   |           |           |            |   |   |   |   |            |   |   |   |   |              |          |          |                  |                  |
| <b>2. CORE DESCRIPTION</b>  |   |                |                  |                    |                |              |              |           |   |   |   |   |           |   |   |   |   |            |   |   |   |   |            |   |   |   |   |              |          |          |          |          |  |  |  |  |           |            |              |              |           |   |   |   |   |           |   |   |           |           |            |   |   |   |   |            |   |   |   |   |              |          |          |                  |                  |
| Missouri's International Trade & Investment Offices located in London, United Kingdom; Monterey, Mexico; Shanghai, China; Tokyo, Japan; Seoul, Republic of South Korea; Mumbai, India; Sao Paulo, Brazil; Hong Kong; Singapore; Toronto, Canada; and Tel Aviv, Israel are responsible for Sales Promotion, Market Entry Strategies, and Investment Strategies as outlined below.  |   |                |                  |                    |                |              |              |           |   |   |   |   |           |   |   |   |   |            |   |   |   |   |            |   |   |   |   |              |          |          |          |          |  |  |  |  |           |            |              |              |           |   |   |   |   |           |   |   |           |           |            |   |   |   |   |            |   |   |   |   |              |          |          |                  |                  |
| Sales Promotion: Each office is required to provide the necessary promotion of Missouri products and services to individuals, businesses, and government entities for the purpose of facilitating commercial transactions.  |   |                |                  |                    |                |              |              |           |   |   |   |   |           |   |   |   |   |            |   |   |   |   |            |   |   |   |   |              |          |          |          |          |  |  |  |  |           |            |              |              |           |   |   |   |   |           |   |   |           |           |            |   |   |   |   |            |   |   |   |   |              |          |          |                  |                  |
| Market Entry Strategies: Each office is required to provide trade counseling and technical advice to Missouri interests regarding possible market entry strategies for the purpose of exporting their products and services.  |   |                |                  |                    |                |              |              |           |   |   |   |   |           |   |   |   |   |            |   |   |   |   |            |   |   |   |   |              |          |          |          |          |  |  |  |  |           |            |              |              |           |   |   |   |   |           |   |   |           |           |            |   |   |   |   |            |   |   |   |   |              |          |          |                  |                  |
| Investment Strategies: Each office is required to promote the State of Missouri as the ideal location for foreign direct investment partners. Provide technical information on the Department of Economic Development incentive programs; client solutions; community (local) benefits; and to include the delivery of a comprehensive investment proposal from the State and its partners.   |   |                |                  |                    |                |              |              |           |   |   |   |   |           |   |   |   |   |            |   |   |   |   |            |   |   |   |   |              |          |          |          |          |  |  |  |  |           |            |              |              |           |   |   |   |   |           |   |   |           |           |            |   |   |   |   |            |   |   |   |   |              |          |          |                  |                  |
| <b>3. PROGRAM LISTING (list programs included in this core funding)</b>   |   |                |                  |                    |                |              |              |           |   |   |   |   |           |   |   |   |   |            |   |   |   |   |            |   |   |   |   |              |          |          |          |          |  |  |  |  |           |            |              |              |           |   |   |   |   |           |   |   |           |           |            |   |   |   |   |            |   |   |   |   |              |          |          |                  |                  |
| International Trade and Investment Offices  |   |                |                  |                    |                |              |              |           |   |   |   |   |           |   |   |   |   |            |   |   |   |   |            |   |   |   |   |              |          |          |          |          |  |  |  |  |           |            |              |              |           |   |   |   |   |           |   |   |           |           |            |   |   |   |   |            |   |   |   |   |              |          |          |                  |                  |

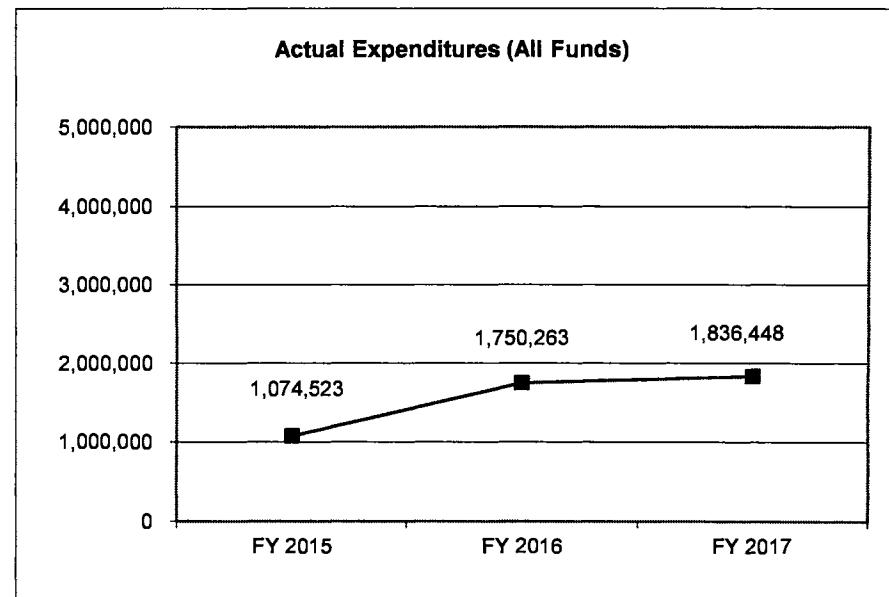
## CORE DECISION ITEM

|                    |   |
|--------------------|---|
| <b>Department:</b> | <b>Economic Development</b>                       |
| <b>Division:</b>   | <b>Business and Community Services</b>            |
| <b>Core:</b>       | <b>International Trade and Investment Offices</b> |

Budget Unit 42013C

#### **4. FINANCIAL HISTORY**

|                                 | FY 2015<br>Actual | FY 2016<br>Actual | FY 2017<br>Actual | FY 2018<br>Current Yr. |
|---------------------------------|-------------------|-------------------|-------------------|------------------------|
| Appropriation (All Funds)       | 1,710,000         | 1,910,000         | 1,910,000         | 1,500,000              |
| Less Reverted (All Funds)       | (51,300)          | (57,300)          | (57,300)          | 0                      |
| Less Restricted (All Funds)*    | 0                 | 0                 | 0                 | 0                      |
| Budget Authority (All Funds)    | 1,658,700         | 1,852,700         | 1,852,700         | 1,500,000              |
|                                 |                   |                   |                   |                        |
| Actual Expenditures (All Funds) | 1,074,523         | 1,750,263         | 1,836,448         | N/A                    |
| Unexpended (All Funds)          | 584,177           | 102,437           | 16,252            | N/A                    |
|                                 |                   |                   |                   |                        |
| Unexpended, by Fund:            |                   |                   |                   |                        |
| General Revenue                 | 584,177           | 102,437           | 16,252            | N/A                    |
| Federal                         | 0                 | 0                 | 0                 | N/A                    |
| Other                           | 0                 | 0                 | 0                 | N/A                    |



\*Restricted amount as of:

Reverted includes Governor's standard 3 percent reserve (when applicable).

**Restricted** includes any extraordinary expenditure restriction (when applicable).

**NOTES:**

## CORE RECONCILIATION DETAIL

**DEPARTMENT OF ECONOMIC DEVELOPMENT  
INTRN TRADE & INVEST OFFICES**

**5. CORE RECONCILIATION DETAIL**

|   | Budget Class | FTE                           | GR          | Federal  | Other                | Total              | Explanation                     |
|---|--------------|-------------------------------|-------------|----------|----------------------|--------------------|---------------------------------|
| <b>TAFF AFTER VETOES</b>                      |              |                               |             |          |                      |                    |                                 |
|   | EE           | 0.00                          | 0           | 0        | 1,500,000            | 1,500,000          |                                 |
|   | <b>Total</b> | <b>0.00</b>                   | <b>0</b>    | <b>0</b> | <b>1,500,000</b>     | <b>1,500,000</b>   |                                 |
| <b>DEPARTMENT CORE ADJUSTMENTS</b>            |              |                               |             |          |                      |                    |                                 |
| Core Reduction                                | 1301 7643    | EE                            | 0.00        | 0        | 0 (1,500,000)        | (1,500,000)        | Reduce EDAF funding for GR NDI. |
|   |              | <b>NET DEPARTMENT CHANGES</b> | <b>0.00</b> | <b>0</b> | <b>0 (1,500,000)</b> | <b>(1,500,000)</b> |                                 |
| <b>DEPARTMENT CORE REQUEST</b>                |              |                               |             |          |                      |                    |                                 |
|   | EE           | 0.00                          | 0           | 0        | 0                    | 0                  |                                 |
|   | <b>Total</b> | <b>0.00</b>                   | <b>0</b>    | <b>0</b> | <b>0</b>             | <b>0</b>           |                                 |
| <b>GOVERNOR'S ADDITIONAL CORE ADJUSTMENTS</b> |              |                               |             |          |                      |                    |                                 |
| Core Reduction                                | 1301 7643    | EE                            | 0.00        | 0        | 0 1,500,000          | 1,500,000          | Reduce EDAF funding for GR NDI. |
|   |              | <b>NET GOVERNOR CHANGES</b>   | <b>0.00</b> | <b>0</b> | <b>0 1,500,000</b>   | <b>1,500,000</b>   |                                 |
| <b>GOVERNOR'S RECOMMENDED CORE</b>            |              |                               |             |          |                      |                    |                                 |
|   | EE           | 0.00                          | 0           | 0        | 1,500,000            | 1,500,000          |                                 |
|   | <b>Total</b> | <b>0.00</b>                   | <b>0</b>    | <b>0</b> | <b>1,500,000</b>     | <b>1,500,000</b>   |                                 |

**DEPARTMENT OF ECONOMIC DEVELOPMENT**
**DECISION ITEM SUMMARY**

| Budget Unit<br>Decision Item<br>Budget Object Summary<br>Fund | FY 2017<br>ACTUAL<br>DOLLAR | FY 2017<br>ACTUAL<br>FTE | FY 2018<br>BUDGET<br>DOLLAR | FY 2018<br>BUDGET<br>FTE | FY 2019<br>DEPT REQ<br>DOLLAR | FY 2019<br>DEPT REQ<br>FTE | FY 2019<br>GOV REC<br>DOLLAR | FY 2019<br>GOV REC<br>FTE |
|---|-----------------------------|--------------------------|-----------------------------|--------------------------|-------------------------------|----------------------------|------------------------------|---------------------------|
| <b>INTRN TRADE &amp; INVEST OFFICES</b>                       |                             |                          |                             |                          |                               |                            |                              |                           |
| <b>CORE</b>   |                             |                          |                             |                          |                               |                            |                              |                           |
| EXPENSE & EQUIPMENT   |                             |                          |                             |                          |                               |                            |                              |                           |
| GENERAL REVENUE   | 1,836,448                   | 0.00                     | 0                           | 0.00                     | 0                             | 0.00                       | 0                            | 0.00                      |
| ECON DEVELOP ADVANCEMENT FUND                                 | 0                           | 0.00                     | 1,500,000                   | 0.00                     | 0                             | 0.00                       | 1,500,000                    | 0.00                      |
| TOTAL - EE  | 1,836,448                   | 0.00                     | 1,500,000                   | 0.00                     | 0                             | 0.00                       | 1,500,000                    | 0.00                      |
| <b>TOTAL</b>  | <b>1,836,448</b>            | <b>0.00</b>              | <b>1,500,000</b>            | <b>0.00</b>              | <b>0</b>                      | <b>0.00</b>                | <b>1,500,000</b>             | <b>0.00</b>               |
| Restore GR for Int'l Trade - 1419003                          |                             |                          |                             |                          |                               |                            |                              |                           |
| EXPENSE & EQUIPMENT   |                             |                          |                             |                          |                               |                            |                              |                           |
| GENERAL REVENUE   | 0                           | 0.00                     | 0                           | 0.00                     | 1,910,000                     | 0.00                       | 0                            | 0.00                      |
| TOTAL - EE  | 0                           | 0.00                     | 0                           | 0.00                     | 1,910,000                     | 0.00                       | 0                            | 0.00                      |
| <b>TOTAL</b>  | <b>0</b>                    | <b>0.00</b>              | <b>0</b>                    | <b>0.00</b>              | <b>1,910,000</b>              | <b>0.00</b>                | <b>0</b>                     | <b>0.00</b>               |
| <b>GRAND TOTAL</b>  | <b>\$1,836,448</b>          | <b>0.00</b>              | <b>\$1,500,000</b>          | <b>0.00</b>              | <b>\$1,910,000</b>            | <b>0.00</b>                | <b>\$1,500,000</b>           | <b>0.00</b>               |

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**DEPARTMENT OF ECONOMIC DEVELOPMENT**
**DECISION ITEM DETAIL**

| Budget Unit                             | FY 2017            | FY 2017     | FY 2018            | FY 2018     | FY 2019    | FY 2019     | FY 2019            | FY 2019     |
|---|--------------------|-------------|--------------------|-------------|------------|-------------|--------------------|-------------|
| Decision Item                           | ACTUAL             | ACTUAL      | BUDGET             | BUDGET      | DEPT REQ   | DEPT REQ    | GOV REC            | GOV REC     |
| Budget Object Class                     | DOLLAR             | FTE         | DOLLAR             | FTE         | DOLLAR     | FTE         | DOLLAR             | FTE         |
| <b>INTRN TRADE &amp; INVEST OFFICES</b> |                    |             |                    |             |            |             |                    |             |
| <b>CORE</b>                             |                    |             |                    |             |            |             |                    |             |
| PROFESSIONAL SERVICES                   | 1,836,448          | 0.00        | 1,500,000          | 0.00        | 0          | 0.00        | 1,500,000          | 0.00        |
| TOTAL - EE                              | 1,836,448          | 0.00        | 1,500,000          | 0.00        | 0          | 0.00        | 1,500,000          | 0.00        |
| <b>GRAND TOTAL</b>                      | <b>\$1,836,448</b> | <b>0.00</b> | <b>\$1,500,000</b> | <b>0.00</b> | <b>\$0</b> | <b>0.00</b> | <b>\$1,500,000</b> | <b>0.00</b> |
| GENERAL REVENUE                         | \$1,836,448        | 0.00        | \$0                | 0.00        | \$0        | 0.00        | \$0                | 0.00        |
| FEDERAL FUNDS                           | \$0                | 0.00        | \$0                | 0.00        | \$0        | 0.00        | \$0                | 0.00        |
| OTHER FUNDS                             | \$0                | 0.00        | \$1,500,000        | 0.00        | \$0        | 0.00        | \$1,500,000        | 0.00        |

## PROGRAM DESCRIPTION

**Department: Economic Development**

**Program Name: International Trade and Investment Offices**

**Program is found in the following core budget(s): International Trade and Investment Offices**

**1a. What strategic priority does this program address?**

Grow Missouri's Businesses

**1b. What does this program do?**

- This program is designed to attract foreign direct investors and increase exports for the state's manufacturers and professional service companies.
- Foreign-based contractors in Brazil, Canada, China (Hong Kong and Shanghai), Europe (UK and Germany), India, Israel, Japan, Republic of Korea, Mexico, Singapore and UAE and domestic staff work in tandem to execute services.
- Foreign-based associates identify foreign direct investment leads for the Missouri Partnership and DED project management teams by promoting Missouri as an ideal location to foreign investors by offering client solutions; technical assistance on DED incentive programs; community and other local benefits.
- Export assistance based on transactional support includes technical guidance on market entry strategies; sector/product research; foreign partner (distributors/agents) identification; trade show; and trade mission execution.

**2. What is the authorization for this program, i.e., federal or state statute, etc.? (Include the federal program number, if applicable.)**

Section 620.010, RSMo., establishes the Department of Economic Development and its divisions.

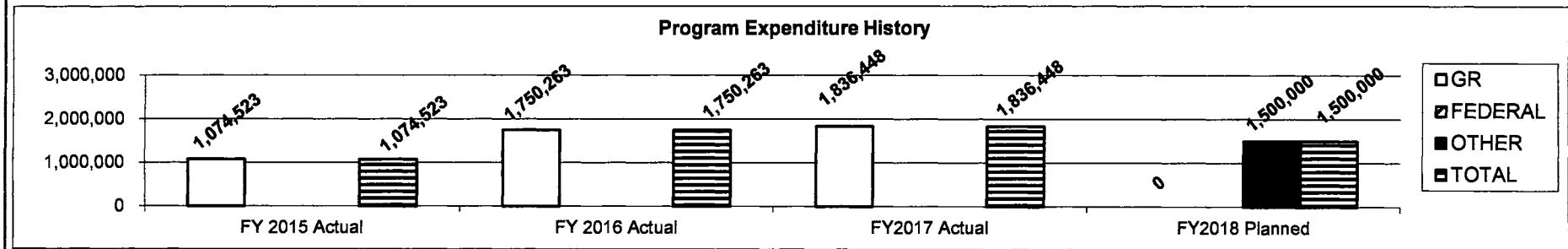
**3. Are there federal matching requirements? If yes, please explain.**

No

**4. Is this a federally mandated program? If yes, please explain.**

No

**5. Provide actual expenditures for the prior three fiscal years and planned expenditures for the current fiscal year.**



**6. What are the sources of the "Other" funds?**

FY18: Economic Development Advancement Fund (0783)

## PROGRAM DESCRIPTION

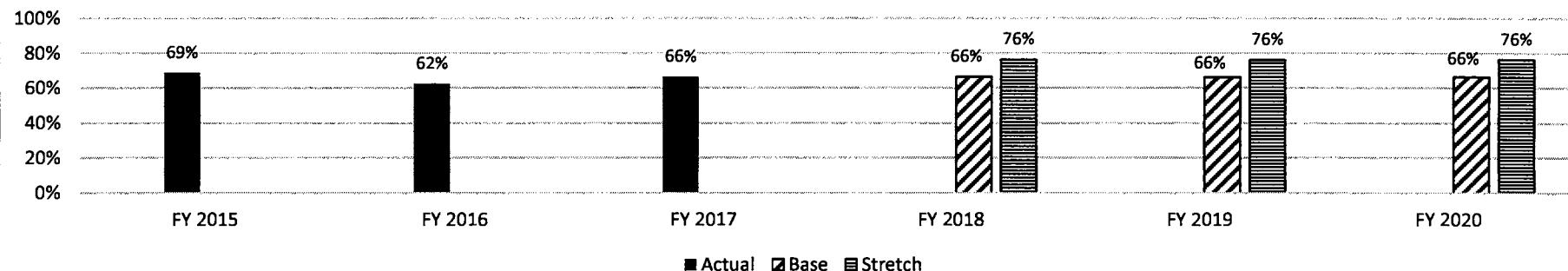
**Department: Economic Development**

**Program Name: International Trade and Investment Offices**

**Program is found in the following core budget(s): International Trade and Investment Offices**

**7a. Provide an effectiveness measure.**

**Work Orders Converted to Actual Missouri Exports**

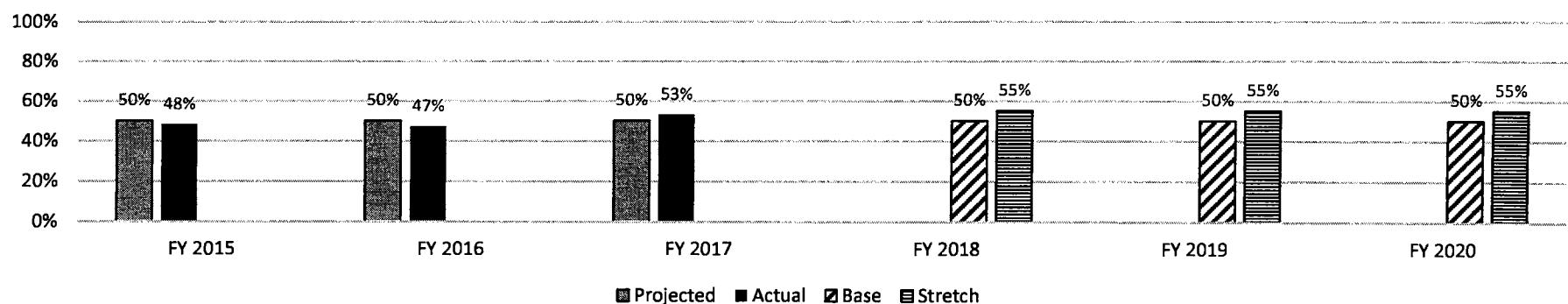


Note 1: Chart depicts the percentage of work orders (i.e., export assistance) done on behalf of Missouri companies that were converted to an actual export sale.

Note 2: Base target is average of previous 3 years and Stretch target is 15% increase in converted work orders over Base.

Note 3: This is a new measure; therefore, Projected data for FY15, FY16 and FY17 is not available.

**Foreign Direct Investment Lead Conversion Rate**



Note 1: Measures DED's success in generating foreign direct investment (FDI) by dividing the number of actualized FDI projects over leads generated by DED.

Note 2: Base target is based on approximate average of previous 3 years and Stretch target is 10% increase in conversions over Base.

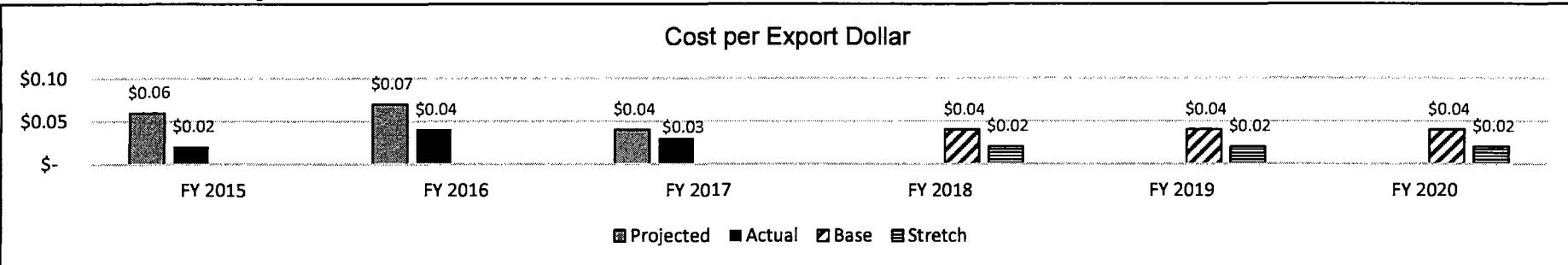
## PROGRAM DESCRIPTION

**Department: Economic Development**

**Program Name: International Trade and Investment Offices**

**Program is found in the following core budget(s): International Trade and Investment Offices**

**7b. Provide an efficiency measure.**



Note 1: Chart depicts the cost of the Foreign Offices to bring back \$1 in export transactions to Missouri businesses.

Note 2: Base target is aligned to FY 2016 Actual and Stretch target is 50% reduction in Base.

**7c. Provide the number of clients/individuals served, if applicable.**

|                        | FY 2015   |         | FY 2016   |          | FY 2017   |         | FY 2018   | FY 2019   | FY 2020   |
|------------------------|-----------|---------|-----------|----------|-----------|---------|-----------|-----------|-----------|
|                        | Projected | Actual  | Projected | Actual   | Projected | Actual  | Projected | Projected | Projected |
| Amount of Export Sales | \$25.75M  | \$48.9M | \$28.33M  | \$45.46M | \$44.87M  | \$66.7M | \$80.04M  | \$86.71M  | \$104.05M |
| Export Work Orders     | 441       | 265     | 485       | 508      | 362       | 595     | 484       | 530       | 636       |
| FDI Leads Generated    | 107       | 95      | 95        | 172      | 114       | 125     | 144       | 156       | 179       |

Note 1: Export Sales include exports facilitated by DED's International Team; Missouri's total export volume was \$13.9B in 2016.

Note 2: Export work orders are specific activities done on behalf of Missouri companies seeking to export.

Note 3: Projected amounts are calculated by incremental increases near or above 10%.

**7d. Provide a customer satisfaction measure, if available.**

|                       | FY2015    |        | FY2016    |        | FY2017    |        | FY2018    | FY2019    | FY2020    |
|-----------------------|-----------|--------|-----------|--------|-----------|--------|-----------|-----------|-----------|
|                       | Projected | Actual | Projected | Actual | Projected | Actual | Projected | Projected | Projected |
| Customer Satisfaction | 94%       | 95%    | 94%       | 92%    | 94%       | 96%    | 95%       | 94%       | 94%       |

Note: Customer Satisfaction Rating is derived from the Client Impact Statement; a satisfaction survey completed by each client upon the completion of each work order.

## NEW DECISION ITEM

RANK: \_\_\_\_\_ OF \_\_\_\_\_

**Department:** Economic Development  
**Division:** Business and Community Services  
**DI Name:** Restoration of GR for Int'l Trade & Investment Offices

**Budget Unit** 42013C

DI#1419003 HB Section 7.015

**1. AMOUNT OF REQUEST**

| FY 2019 Budget Request |                  |          |          |                  |
|------------------------|------------------|----------|----------|------------------|
|                        | GR               | Federal  | Other    | Total            |
| PS                     | 0                | 0        | 0        | 0                |
| EE                     | 1,910,000        | 0        | 0        | 1,910,000        |
| PSD                    | 0                | 0        | 0        | 0                |
| TRF                    | 0                | 0        | 0        | 0                |
| <b>Total</b>           | <b>1,910,000</b> | <b>0</b> | <b>0</b> | <b>1,910,000</b> |

|     |      |      |      |      |
|-----|------|------|------|------|
| FTE | 0.00 | 0.00 | 0.00 | 0.00 |
|-----|------|------|------|------|

|                    |   |   |   |   |
|--------------------|---|---|---|---|
| <b>Est. Fringe</b> | 0 | 0 | 0 | 0 |
|--------------------|---|---|---|---|

Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

| FY 2019 Governor's Recommendation |          |          |          |          |
|-----------------------------------|----------|----------|----------|----------|
|                                   | GR       | Federal  | Other    | Total    |
| PS                                | 0        | 0        | 0        | 0        |
| EE                                | 0        | 0        | 0        | 0        |
| PSD                               | 0        | 0        | 0        | 0        |
| TRF                               | 0        | 0        | 0        | 0        |
| <b>Total</b>                      | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> |

|     |      |      |      |      |
|-----|------|------|------|------|
| FTE | 0.00 | 0.00 | 0.00 | 0.00 |
|-----|------|------|------|------|

|                    |   |   |   |   |
|--------------------|---|---|---|---|
| <b>Est. Fringe</b> | 0 | 0 | 0 | 0 |
|--------------------|---|---|---|---|

Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

Other Funds:

Other Funds:

**2. THIS REQUEST CAN BE CATEGORIZED AS:**

New Legislation  
 Federal Mandate  
 GR Pick-Up  
 Pay Plan

New Program  
 Program Expansion  
 Space Request  
 Other:

Fund Switch  
 Cost to Continue  
 Equipment Replacement

**3. WHY IS THIS FUNDING NEEDED? PROVIDE AN EXPLANATION FOR ITEMS CHECKED IN #2. INCLUDE THE FEDERAL OR STATE STATUTORY OR CONSTITUTIONAL AUTHORIZATION FOR THIS PROGRAM.**

This New Decision Item is being requested in order to restore the General Revenue funding for the International Trade and Investment Offices. In Fiscal Year 2018, the International Trade & Investment Offices which previously was funded by General Revenue was switched to be funded by the Economic Development Advancement Fund. Based on estimated revenues, if the Business Recruitment and Marketing appropriation is restored, DED has determined that the EDAF fund will not be sustainable as the expenditures from EDAF will outpace the revenues.

In order to continue to provide the critical services provided by the International Trade & Investment Offices, it is imperative that General Revenue funding is restored for Expense and Equipment. If this New Decision Item is not approved, it is critical the EDAF appropriation be maintained.

**NEW DECISION ITEM**

RANK: \_\_\_\_\_ OF \_\_\_\_\_

|  |                              |               |
|--|------------------------------|---------------|
| <b>Department:</b> Economic Development                                | <b>Budget Unit</b>           | <b>42013C</b> |
| <b>Division:</b> Business and Community Services                       |                              |               |
| <b>DI Name:</b> Restoration of GR for Int'l Trade & Investment Offices | <b>DI#1419003 HB Section</b> | <b>7.015</b>  |

**4. DESCRIBE THE DETAILED ASSUMPTIONS USED TO DERIVE THE SPECIFIC REQUESTED AMOUNT. (How did you determine that the requested number of FTE were appropriate? From what source or standard did you derive the requested levels of funding? Were alternatives such as outsourcing or automation considered? If based on new legislation, does request tie to TAFP fiscal note? If not, explain why. Detail which portions of the request are one-times and how those amounts were calculated.)**

The specific amount was derived based on the original appropriation amount in FY17 and the FY18 fund switches from GR to EDAF for the International Trade & Investment Offices. Please see the EDAF Revenues Versus Expenditures Trend Chart under Number 7.

**5. BREAK DOWN THE REQUEST BY BUDGET OBJECT CLASS, JOB CLASS, AND FUND SOURCE. IDENTIFY ONE-TIME COSTS.**

| Budget Object Class/Job Class | Dept Req         | Dept Req       | Dept Req   | Dept Req       | Dept Req     | Dept Req         | Dept Req         | Dept Req         |
|-------------------------------|------------------|----------------|------------|----------------|--------------|------------------|------------------|------------------|
|                               | GR<br>DOLLARS    | Dept Req<br>GR | FED<br>FTE | FED<br>DOLLARS | OTHER<br>FTE | OTHER<br>DOLLARS | TOTAL<br>FTE     | TOTAL<br>DOLLARS |
| Total PS                      | 0                | 0.0            | 0          | 0.0            | 0            | 0.0              | 0                | 0.0              |
| 400/Professional Services     | 1,910,000        |                |            |                |              | 1,910,000        | 0                | 0                |
| Total EE                      | 1,910,000        |                | 0          |                | 0            | 1,910,000        |                  | 0                |
| Program Distributions         |                  |                |            |                |              | 0                |                  |                  |
| Total PSD                     | 0                |                | 0          |                | 0            | 0                |                  | 0                |
| Transfers                     |                  |                |            |                |              |                  |                  |                  |
| Total TRF                     | 0                |                | 0          |                | 0            | 0                |                  | 0                |
| <b>Grand Total</b>            | <b>1,910,000</b> | <b>0.0</b>     | <b>0</b>   | <b>0.0</b>     | <b>0</b>     | <b>0.0</b>       | <b>1,910,000</b> | <b>0.0</b>       |

**NEW DECISION ITEM**  
**RANK: \_\_\_\_\_ OF \_\_\_\_\_**

| <b>Department:</b> Economic Development                                |                          |               | <b>Budget Unit</b>        |                       | 42013C                      |                         |                             |                         |                                |  |  |
|--|--------------------------|---------------|---------------------------|-----------------------|-----------------------------|-------------------------|-----------------------------|-------------------------|--------------------------------|--|--|
| <b>Division:</b> Business and Community Services                       |                          |               |                           |                       |                             |                         |                             |                         |                                |  |  |
| <b>DI Name:</b> Restoration of GR for Int'l Trade & Investment Offices | DI#1419003 HB Section    |               |                           | 7.015                 |                             |                         |                             |                         |                                |  |  |
| <hr/>  |                          |               |                           |                       |                             |                         |                             |                         |                                |  |  |
| Budget Object Class/Job Class  | Gov Rec<br>GR<br>DOLLARS | Gov Rec<br>GR | Gov Rec<br>FED<br>DOLLARS | Gov Rec<br>FED<br>FTE | Gov Rec<br>OTHER<br>DOLLARS | Gov Rec<br>OTHER<br>FTE | Gov Rec<br>TOTAL<br>DOLLARS | Gov Rec<br>TOTAL<br>FTE | Gov Rec<br>One-Time<br>DOLLARS |  |  |
| Total PS   | 0                        | 0.0           | 0                         | 0.0                   | 0                           | 0.0                     | 0                           | 0.0                     | 0                              |  |  |
| 400/Professional Services  |                          |               |                           |                       | 0                           |                         | 0                           |                         | 0.0                            |  |  |
|  |                          |               |                           |                       |                             |                         | 0                           |                         | 0                              |  |  |
|  |                          |               |                           |                       |                             |                         | 0                           |                         | 0                              |  |  |
| Total EE   | 0                        |               | 0                         |                       | 0                           |                         | 0                           |                         | 0                              |  |  |
| Program Distributions  |                          |               |                           |                       |                             |                         | 0                           |                         |                                |  |  |
| Total PSD  | 0                        |               | 0                         |                       | 0                           |                         | 0                           |                         | 0                              |  |  |
| Transfers  |                          |               |                           |                       |                             |                         |                             |                         |                                |  |  |
| Total TRF  | 0                        |               | 0                         |                       | 0                           |                         | 0                           |                         | 0                              |  |  |
| <b>Grand Total</b>   | <b>0</b>                 | <b>0.0</b>    | <b>0</b>                  | <b>0.0</b>            | <b>0</b>                    | <b>0.0</b>              | <b>0</b>                    | <b>0.0</b>              | <b>0</b>                       |  |  |

**NEW DECISION ITEM**  
**RANK: \_\_\_\_\_ OF \_\_\_\_\_**

**Department: Economic Development**

**Budget Unit 42013C**

**Division: Business and Community Services**

**DI Name: Restoration of GR for Int'l Trade & Investment Offices DI#1419003 HB Section 7.015**

**6. PERFORMANCE MEASURES (If new decision item has an associated core, separately identify projected performance with & without additional funding.)**

**6a. Provide an effectiveness measure.**

Refer to the Core Decision Item forms for International Trade & Investment Offices effectiveness measure.

**6b. Provide an efficiency measure.**

Refer to the Core Decision Item forms for International Trade & Investment Offices efficiency measure.

**6c. Provide the number of clients/individuals served, if applicable.**

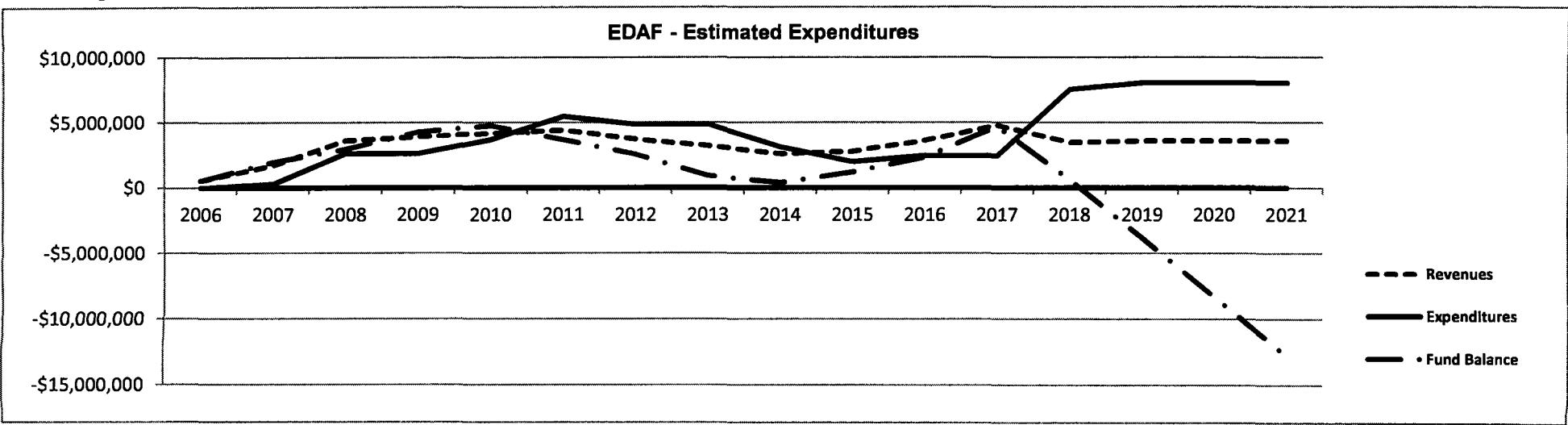
Refer to the Core Decision Item forms for International Trade & Investment Offices clients served.

**6d. Provide a customer satisfaction measure, if available.**

Refer to the Core Decision Item forms for International Trade & Investment Offices customer satisfaction measure.

**7. STRATEGIES TO ACHIEVE THE PERFORMANCE MEASUREMENT TARGETS:**

The chart below demonstrates that Expenditures will out pace Revenues if the Business Recruitment and Marketing appropriation is restored and the BCS Marketing, Sales and Finance Teams and International Trade & Investment Offices Fund Switches are not made in FY19.



**DEPARTMENT OF ECONOMIC DEVELOPMENT**
**DECISION ITEM DETAIL**

| Budget Unit                             | FY 2017    | FY 2017     | FY 2018    | FY 2018     | FY 2019            | FY 2019     | FY 2019    | FY 2019     |
|---|------------|-------------|------------|-------------|--------------------|-------------|------------|-------------|
| Decision Item                           | ACTUAL     | ACTUAL      | BUDGET     | BUDGET      | DEPT REQ           | DEPT REQ    | GOV REC    | GOV REC     |
| Budget Object Class                     | DOLLAR     | FTE         | DOLLAR     | FTE         | DOLLAR             | FTE         | DOLLAR     | FTE         |
| <b>INTRN TRADE &amp; INVEST OFFICES</b> |            |             |            |             |                    |             |            |             |
| Restore GR for Int'l Trade - 1419003    |            |             |            |             |                    |             |            |             |
| PROFESSIONAL SERVICES                   | 0          | 0.00        | 0          | 0.00        | 1,910,000          | 0.00        | 0          | 0.00        |
| TOTAL - EE                              | 0          | 0.00        | 0          | 0.00        | 1,910,000          | 0.00        | 0          | 0.00        |
| <b>GRAND TOTAL</b>                      | <b>\$0</b> | <b>0.00</b> | <b>\$0</b> | <b>0.00</b> | <b>\$1,910,000</b> | <b>0.00</b> | <b>\$0</b> | <b>0.00</b> |
| GENERAL REVENUE                         | \$0        | 0.00        | \$0        | 0.00        | \$1,910,000        | 0.00        |            | 0.00        |
| FEDERAL FUNDS                           | \$0        | 0.00        | \$0        | 0.00        | \$0                | 0.00        |            | 0.00        |
| OTHER FUNDS                             | \$0        | 0.00        | \$0        | 0.00        | \$0                | 0.00        |            | 0.00        |

**CORE DECISION ITEM**

| <b>Department:</b> <u>Economic Development</u>  | <b>Budget Unit</b> <u>42014C</u>  |   |                                    |                                   |          |                                   |          |  |  |    |         |       |       |    |     |       |       |    |   |   |   |    |   |   |   |    |   |   |   |    |   |   |   |     |   |   |   |     |   |   |   |     |   |   |   |     |   |   |   |              |          |          |          |              |          |          |          |  |
|---|---|---|------------------------------------|-----------------------------------|----------|-----------------------------------|----------|--|--|----|---------|-------|-------|----|-----|-------|-------|----|---|---|---|----|---|---|---|----|---|---|---|----|---|---|---|-----|---|---|---|-----|---|---|---|-----|---|---|---|-----|---|---|---|--------------|----------|----------|----------|--------------|----------|----------|----------|--|
| <b>Division:</b> <u>Business and Community Services</u>   |   |   |                                    |                                   |          |                                   |          |  |  |    |         |       |       |    |     |       |       |    |   |   |   |    |   |   |   |    |   |   |   |    |   |   |   |     |   |   |   |     |   |   |   |     |   |   |   |     |   |   |   |              |          |          |          |              |          |          |          |  |
| <b>Core:</b> <u>Business Recruitment and Marketing</u>  |   |   |                                    |                                   |          |                                   |          |  |  |    |         |       |       |    |     |       |       |    |   |   |   |    |   |   |   |    |   |   |   |    |   |   |   |     |   |   |   |     |   |   |   |     |   |   |   |     |   |   |   |              |          |          |          |              |          |          |          |  |
| <b>1. CORE FINANCIAL SUMMARY</b>  |   |   |                                    |                                   |          |                                   |          |  |  |    |         |       |       |    |     |       |       |    |   |   |   |    |   |   |   |    |   |   |   |    |   |   |   |     |   |   |   |     |   |   |   |     |   |   |   |     |   |   |   |              |          |          |          |              |          |          |          |  |
|   | <table border="1"> <thead> <tr> <th colspan="4">FY 2019 Budget Request</th> <th colspan="4">FY 2019 Governor's Recommendation</th> </tr> <tr> <th>GR</th><th>Federal</th><th>Other</th><th>Total</th><th>GR</th><th>Fed</th><th>Other</th><th>Total</th></tr> </thead> <tbody> <tr> <td>PS</td><td>0</td><td>0</td><td>0</td><td>PS</td><td>0</td><td>0</td><td>0</td></tr> <tr> <td>EE</td><td>0</td><td>0</td><td>0</td><td>EE</td><td>0</td><td>0</td><td>0</td></tr> <tr> <td>PSD</td><td>0</td><td>0</td><td>0</td><td>PSD</td><td>0</td><td>0</td><td>0</td></tr> <tr> <td>TRF</td><td>0</td><td>0</td><td>0</td><td>TRF</td><td>0</td><td>0</td><td>0</td></tr> <tr> <td><b>Total</b></td><td><b>0</b></td><td><b>0</b></td><td><b>0</b></td><td><b>Total</b></td><td><b>0</b></td><td><b>0</b></td><td><b>0</b></td></tr> </tbody> </table> | FY 2019 Budget Request  |                                    |                                   |          | FY 2019 Governor's Recommendation |          |  |  | GR | Federal | Other | Total | GR | Fed | Other | Total | PS | 0 | 0 | 0 | PS | 0 | 0 | 0 | EE | 0 | 0 | 0 | EE | 0 | 0 | 0 | PSD | 0 | 0 | 0 | PSD | 0 | 0 | 0 | TRF | 0 | 0 | 0 | TRF | 0 | 0 | 0 | <b>Total</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>Total</b> | <b>0</b> | <b>0</b> | <b>0</b> |  |
| FY 2019 Budget Request  |   |   |                                    | FY 2019 Governor's Recommendation |          |                                   |          |  |  |    |         |       |       |    |     |       |       |    |   |   |   |    |   |   |   |    |   |   |   |    |   |   |   |     |   |   |   |     |   |   |   |     |   |   |   |     |   |   |   |              |          |          |          |              |          |          |          |  |
| GR  | Federal   | Other   | Total                              | GR                                | Fed      | Other                             | Total    |  |  |    |         |       |       |    |     |       |       |    |   |   |   |    |   |   |   |    |   |   |   |    |   |   |   |     |   |   |   |     |   |   |   |     |   |   |   |     |   |   |   |              |          |          |          |              |          |          |          |  |
| PS  | 0   | 0   | 0                                  | PS                                | 0        | 0                                 | 0        |  |  |    |         |       |       |    |     |       |       |    |   |   |   |    |   |   |   |    |   |   |   |    |   |   |   |     |   |   |   |     |   |   |   |     |   |   |   |     |   |   |   |              |          |          |          |              |          |          |          |  |
| EE  | 0   | 0   | 0                                  | EE                                | 0        | 0                                 | 0        |  |  |    |         |       |       |    |     |       |       |    |   |   |   |    |   |   |   |    |   |   |   |    |   |   |   |     |   |   |   |     |   |   |   |     |   |   |   |     |   |   |   |              |          |          |          |              |          |          |          |  |
| PSD   | 0   | 0   | 0                                  | PSD                               | 0        | 0                                 | 0        |  |  |    |         |       |       |    |     |       |       |    |   |   |   |    |   |   |   |    |   |   |   |    |   |   |   |     |   |   |   |     |   |   |   |     |   |   |   |     |   |   |   |              |          |          |          |              |          |          |          |  |
| TRF   | 0   | 0   | 0                                  | TRF                               | 0        | 0                                 | 0        |  |  |    |         |       |       |    |     |       |       |    |   |   |   |    |   |   |   |    |   |   |   |    |   |   |   |     |   |   |   |     |   |   |   |     |   |   |   |     |   |   |   |              |          |          |          |              |          |          |          |  |
| <b>Total</b>  | <b>0</b>  | <b>0</b>  | <b>0</b>                           | <b>Total</b>                      | <b>0</b> | <b>0</b>                          | <b>0</b> |  |  |    |         |       |       |    |     |       |       |    |   |   |   |    |   |   |   |    |   |   |   |    |   |   |   |     |   |   |   |     |   |   |   |     |   |   |   |     |   |   |   |              |          |          |          |              |          |          |          |  |
| FTE   | 0.00      0.00      0.00      0.00  | FTE   | 0.00      0.00      0.00      0.00 |                                   |          |                                   |          |  |  |    |         |       |       |    |     |       |       |    |   |   |   |    |   |   |   |    |   |   |   |    |   |   |   |     |   |   |   |     |   |   |   |     |   |   |   |     |   |   |   |              |          |          |          |              |          |          |          |  |
| <i>Est. Fringe</i>  | 0      0      0      0  | <i>Est. Fringe</i>  | 0      0      0      0             |                                   |          |                                   |          |  |  |    |         |       |       |    |     |       |       |    |   |   |   |    |   |   |   |    |   |   |   |    |   |   |   |     |   |   |   |     |   |   |   |     |   |   |   |     |   |   |   |              |          |          |          |              |          |          |          |  |
| Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.   |   | Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation. |                                    |                                   |          |                                   |          |  |  |    |         |       |       |    |     |       |       |    |   |   |   |    |   |   |   |    |   |   |   |    |   |   |   |     |   |   |   |     |   |   |   |     |   |   |   |     |   |   |   |              |          |          |          |              |          |          |          |  |
| Other Funds:  | Economic Development Advancement Fund (0783)  | Other Funds:  |                                    |                                   |          |                                   |          |  |  |    |         |       |       |    |     |       |       |    |   |   |   |    |   |   |   |    |   |   |   |    |   |   |   |     |   |   |   |     |   |   |   |     |   |   |   |     |   |   |   |              |          |          |          |              |          |          |          |  |
| <b>2. CORE DESCRIPTION</b>  |   |   |                                    |                                   |          |                                   |          |  |  |    |         |       |       |    |     |       |       |    |   |   |   |    |   |   |   |    |   |   |   |    |   |   |   |     |   |   |   |     |   |   |   |     |   |   |   |     |   |   |   |              |          |          |          |              |          |          |          |  |
| <p>The purpose of this program is to market the state both nationally and internationally to effectively produce new business recruitment leads in order to bring new investment opportunities and create new high quality jobs in Missouri. In 2007, the General Assembly authorized a new public/private partnership model by creating the Economic Development Advancement Fund. Currently, the Department contracts for these services through the Hawthorn Foundation, who subcontracts with the Missouri Partnership, a public-private economic development partnership. The Missouri Partnership works at the state, regional and local levels to increase the visibility of Missouri as a globally competitive business location. Services include: responding to requests for information and preparing proposals for the location of new business in the state; vetting available sites; locating new or available buildings; providing information on communities and workforce; identifying utility availability and cost; and facilitating meetings with state government agencies and potential strategic partners, including but not limited to, maintaining a working relationship with national site selection firms and coordinating opportunities with DED overseas offices.</p> |   |   |                                    |                                   |          |                                   |          |  |  |    |         |       |       |    |     |       |       |    |   |   |   |    |   |   |   |    |   |   |   |    |   |   |   |     |   |   |   |     |   |   |   |     |   |   |   |     |   |   |   |              |          |          |          |              |          |          |          |  |
| <p>The contract provides for an integrated partnership with the Missouri Department of Economic Development, Division of Business and Community Services staff who oversee the business development incentives for the State. The private component of the initiative currently calls for matching private dollars to be contributed to the annual budget. This fund was created by the General Assembly and grants the DED the authority to collect a 2.5 percent fee from awardees on certain state tax credits issued in order to direct those fees to the fund and pay the costs of the contract.</p>   |   |   |                                    |                                   |          |                                   |          |  |  |    |         |       |       |    |     |       |       |    |   |   |   |    |   |   |   |    |   |   |   |    |   |   |   |     |   |   |   |     |   |   |   |     |   |   |   |     |   |   |   |              |          |          |          |              |          |          |          |  |
| <b>3. PROGRAM LISTING (list programs included in this core funding)</b>   |   |   |                                    |                                   |          |                                   |          |  |  |    |         |       |       |    |     |       |       |    |   |   |   |    |   |   |   |    |   |   |   |    |   |   |   |     |   |   |   |     |   |   |   |     |   |   |   |     |   |   |   |              |          |          |          |              |          |          |          |  |
| Business Recruitment and Marketing  |   |   |                                    |                                   |          |                                   |          |  |  |    |         |       |       |    |     |       |       |    |   |   |   |    |   |   |   |    |   |   |   |    |   |   |   |     |   |   |   |     |   |   |   |     |   |   |   |     |   |   |   |              |          |          |          |              |          |          |          |  |

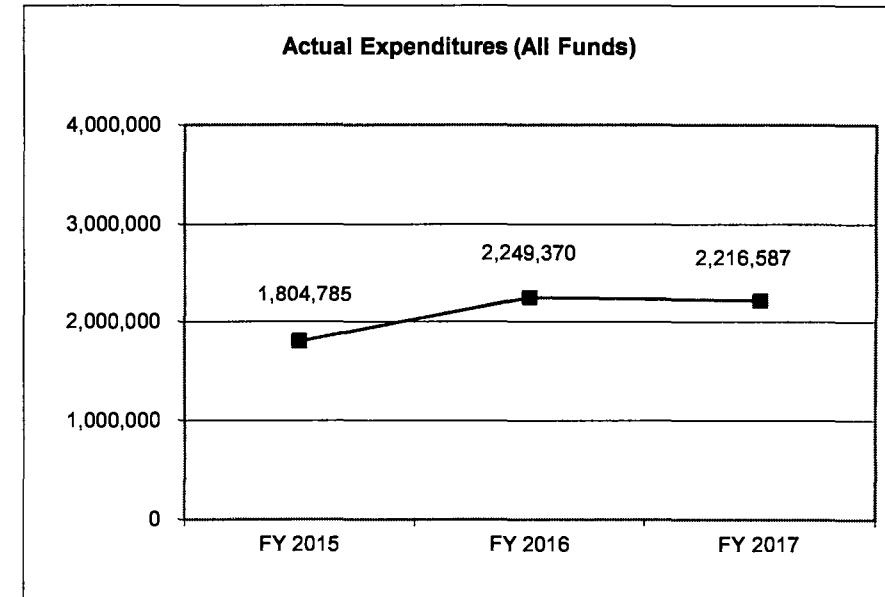
**CORE DECISION ITEM**

**Department:** Economic Development  
**Division:** Business and Community Services  
**Core:** Business Recruitment and Marketing

**Budget Unit** 42014C

**4. FINANCIAL HISTORY**

|                                 | FY 2015<br>Actual | FY 2016<br>Actual | FY 2017<br>Actual | FY 2018<br>Current Yr. |
|---------------------------------|-------------------|-------------------|-------------------|------------------------|
| Appropriation (All Funds)       | 2,250,000         | 2,250,000         | 2,250,000         | 0                      |
| Less Reverted (All Funds)       | 0                 | 0                 | 0                 | 0                      |
| Less Restricted (All Funds)*    | 0                 | 0                 | 0                 | 0                      |
| Budget Authority (All Funds)    | 2,250,000         | 2,250,000         | 2,250,000         | 0                      |
| Actual Expenditures (All Funds) | 1,804,785         | 2,249,370         | 2,216,587         | N/A                    |
| Unexpended (All Funds)          | 445,215           | 630               | 33,413            | N/A                    |
|                                 |                   |                   |                   |                        |
| Unexpended, by Fund:            |                   |                   |                   |                        |
| General Revenue                 | 0                 | 0                 | 0                 | N/A                    |
| Federal                         | 0                 | 0                 | 0                 | N/A                    |
| Other                           | 445,215           | 630               | 33,413            | N/A                    |



Reverted includes Governor's standard 3 percent reserve (when applicable).

Restricted includes any extraordinary expenditure restriction (when applicable).

**NOTES:**

**DEPARTMENT OF ECONOMIC DEVELOPMENT**
**DECISION ITEM SUMMARY**

| Budget Unit<br>Decision Item<br>Budget Object Summary<br>Fund | FY 2017<br>ACTUAL<br>DOLLAR | FY 2017<br>ACTUAL<br>FTE | FY 2018<br>BUDGET<br>DOLLAR | FY 2018<br>BUDGET<br>FTE | FY 2019<br>DEPT REQ<br>DOLLAR | FY 2019<br>DEPT REQ<br>FTE | FY 2019<br>GOV REC<br>DOLLAR | FY 2019<br>GOV REC<br>FTE |
|---|-----------------------------|--------------------------|-----------------------------|--------------------------|-------------------------------|----------------------------|------------------------------|---------------------------|
| <b>BUSINESS RECRUITMENT&amp;MARKETING</b>                     |                             |                          |                             |                          |                               |                            |                              |                           |
| CORE  |                             |                          |                             |                          |                               |                            |                              |                           |
| EXPENSE & EQUIPMENT   |                             |                          |                             |                          |                               |                            |                              |                           |
| ECON DEVELOP ADVANCEMENT FUND                                 | 2,216,587                   | 0.00                     | 0                           | 0.00                     | 0                             | 0.00                       | 0                            | 0.00                      |
| TOTAL - EE  | 2,216,587                   | 0.00                     | 0                           | 0.00                     | 0                             | 0.00                       | 0                            | 0.00                      |
| <b>TOTAL</b>  | <b>2,216,587</b>            | <b>0.00</b>              | <b>0</b>                    | <b>0.00</b>              | <b>0</b>                      | <b>0.00</b>                | <b>0</b>                     | <b>0.00</b>               |
| Restore Bus Recruit/Mktg - 1419001                            |                             |                          |                             |                          |                               |                            |                              |                           |
| EXPENSE & EQUIPMENT   |                             |                          |                             |                          |                               |                            |                              |                           |
| ECON DEVELOP ADVANCEMENT FUND                                 | 0                           | 0.00                     | 0                           | 0.00                     | 2,250,000                     | 0.00                       | 2,250,000                    | 0.00                      |
| TOTAL - EE  | 0                           | 0.00                     | 0                           | 0.00                     | 2,250,000                     | 0.00                       | 2,250,000                    | 0.00                      |
| <b>TOTAL</b>  | <b>0</b>                    | <b>0.00</b>              | <b>0</b>                    | <b>0.00</b>              | <b>2,250,000</b>              | <b>0.00</b>                | <b>2,250,000</b>             | <b>0.00</b>               |
| <b>GRAND TOTAL</b>  | <b>\$2,216,587</b>          | <b>0.00</b>              | <b>\$0</b>                  | <b>0.00</b>              | <b>\$2,250,000</b>            | <b>0.00</b>                | <b>\$2,250,000</b>           | <b>0.00</b>               |

**DEPARTMENT OF ECONOMIC DEVELOPMENT**
**DECISION ITEM DETAIL**

| Budget Unit                               | FY 2017<br>ACTUAL<br>DOLLAR | FY 2017<br>ACTUAL<br>FTE | FY 2018<br>BUDGET<br>DOLLAR | FY 2018<br>BUDGET<br>FTE | FY 2019<br>DEPT REQ<br>DOLLAR | FY 2019<br>DEPT REQ<br>FTE | FY 2019<br>GOV REC<br>DOLLAR | FY 2019<br>GOV REC<br>FTE |
|---|-----------------------------|--------------------------|-----------------------------|--------------------------|-------------------------------|----------------------------|------------------------------|---------------------------|
| <b>BUSINESS RECRUITMENT&amp;MARKETING</b> |                             |                          |                             |                          |                               |                            |                              |                           |
| <b>CORE</b>                               |                             |                          |                             |                          |                               |                            |                              |                           |
| TRAVEL, IN-STATE                          | 150,347                     | 0.00                     | 0                           | 0.00                     | 0                             | 0.00                       | 0                            | 0.00                      |
| PROFESSIONAL SERVICES                     | 2,066,240                   | 0.00                     | 0                           | 0.00                     | 0                             | 0.00                       | 0                            | 0.00                      |
| <b>TOTAL - EE</b>                         | <b>2,216,587</b>            | <b>0.00</b>              | <b>0</b>                    | <b>0.00</b>              | <b>0</b>                      | <b>0.00</b>                | <b>0</b>                     | <b>0.00</b>               |
| <b>GRAND TOTAL</b>                        | <b>\$2,216,587</b>          | <b>0.00</b>              | <b>\$0</b>                  | <b>0.00</b>              | <b>\$0</b>                    | <b>0.00</b>                | <b>\$0</b>                   | <b>0.00</b>               |
| GENERAL REVENUE                           | \$0                         | 0.00                     | \$0                         | 0.00                     | \$0                           | 0.00                       |                              | 0.00                      |
| FEDERAL FUNDS                             | \$0                         | 0.00                     | \$0                         | 0.00                     | \$0                           | 0.00                       |                              | 0.00                      |
| OTHER FUNDS                               | \$2,216,587                 | 0.00                     | \$0                         | 0.00                     | \$0                           | 0.00                       |                              | 0.00                      |

## PROGRAM DESCRIPTION

**Department: Economic Development**

**Program Name: Business Recruitment and Marketing**

**Program is found in the following core budget(s): Business Recruitment and Marketing**

**1a. What strategic priority does this program address?**

Grow Missouri's Businesses

**1b. What does this program do?**

- Business Recruitment and Marketing provides funding to market the state both national and internationally to produce new business recruitment leads, secure investment opportunities, and bring quality jobs\* to Missouri.
- The programs provides the Department of Economic Development the opportunity to contract with the Missouri Partnership for professional services to perform one of its key business development strategies -- business recruitment and attraction.
- The Missouri Partnership, with the technical support of the Division of Business and Community Services, works at the state, regional and local levels to increase the visibility of Missouri as a globally competitive business location.
- In 2007, the General Assembly authorized a new public/private partnership model by creating the Economic Development Advancement Fund. Currently, the Department contracts for these services through the Hawthorn Foundation, who subcontracts with the Missouri Partnership, a public-private economic development partnership.

\*DED strives to facilitate job growth at or above the county average wage. Quality jobs includes jobs eligible for the Missouri Works program, which starts at 80% of a county's average wage.

**2. What is the authorization for this program, i.e., federal or state statute, etc.? (Include the federal program number, if applicable.)**

Section 620.1900, RSMo., which establishes the Economic Development Advancement Fund.

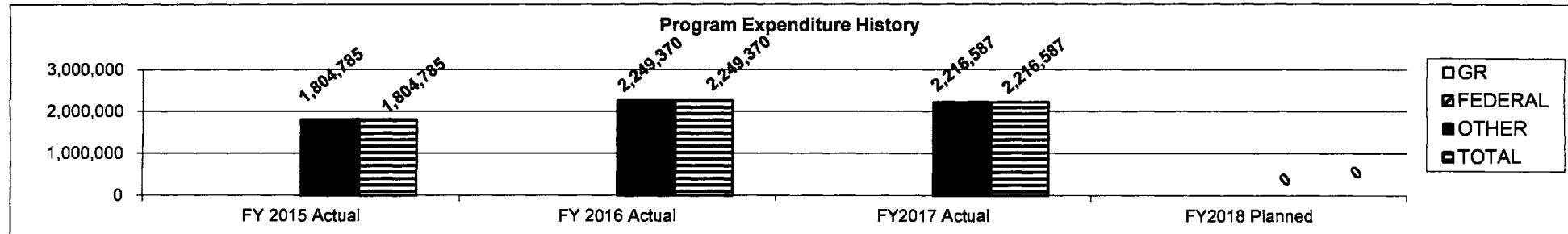
**3. Are there federal matching requirements? If yes, please explain.**

No

**4. Is this a federally mandated program? If yes, please explain.**

No

**5. Provide actual expenditures for the prior three fiscal years and planned expenditures for the current fiscal year.**



**6. What are the sources of the "Other" funds?**

Economic Development Advancement Fund (0783)

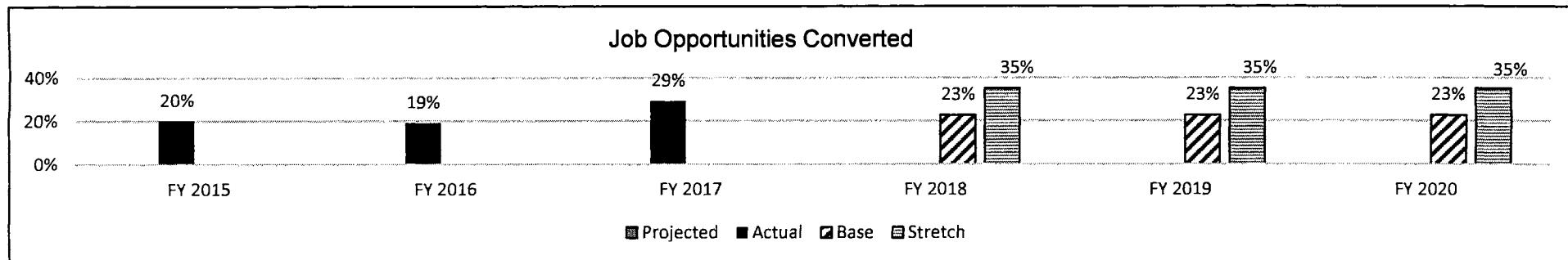
## PROGRAM DESCRIPTION

**Department: Economic Development**

**Program Name: Business Recruitment and Marketing**

**Program is found in the following core budget(s): Business Recruitment and Marketing**

**7a. Provide an effectiveness measure.**

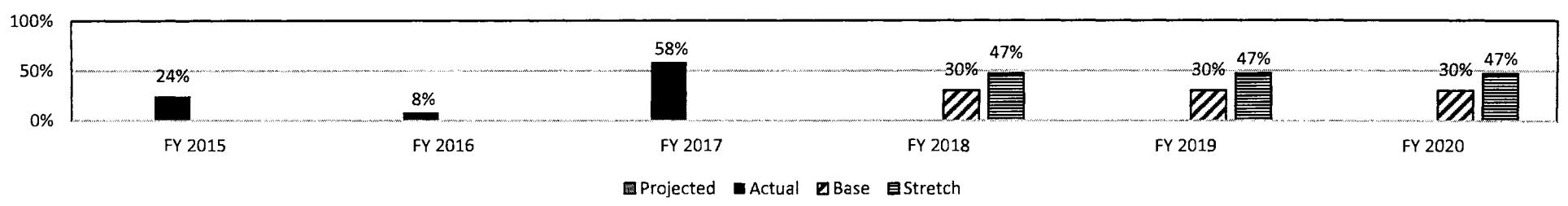


Note 1: Measures percentage of potential jobs within active projects were converted into won jobs. Does not include jobs within projects that failed to materialize in any state.

Note 2: Base targets for FY18, FY19 and FY20 are based on the averages of FY15, FY16 and FY 17. Stretch targets assume Business Recruitment team can match high number of jobs facilitated in FY17 (2,916) with an average level of opportunities.

Note 3: This is a new measure; therefore, Projected data for FY15, FY16 and FY17 is not available.

**Private Investment Opportunities Converted**



Note 1: Measures percentage of potential private investment within active projects that were converted into won private investment. Does not include private investment within projects that failed to materialize in any state.

Note 2: Base targets for FY18, FY19 and FY20 are based on the averages of FY15, FY16 and FY 17. Stretch targets assume Business Recruitment team can match high amount of private investment facilitated in FY17 (\$551M) with an average level of opportunities.

Note 3: This is a new measure; therefore, Projected data for FY15, FY16 and FY17 is not available.

## PROGRAM DESCRIPTION

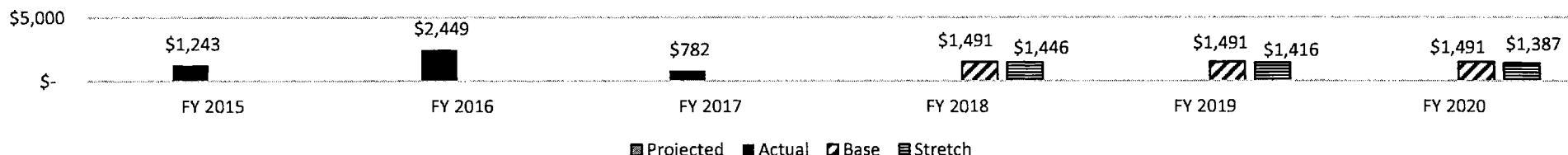
**Department: Economic Development**

**Program Name: Business Recruitment and Marketing**

**Program is found in the following core budget(s): Business Recruitment and Marketing**

**7b. Provide an efficiency measure (continued).**

**Operational Cost per Job**



Note 1: Calculated by dividing Business Recruitment Program budget (including non-state funding) by the committed number of jobs created and retained.

Note 2: Base targets for FY18, FY19 and FY20 are an average of FY15, FY16 and FY17. Stretch targets are phased in at 3%, 5%, 7% decrease over the base.

Note 3: This is a new measure; therefore, Projected data for FY15, FY16 and FY17 is not available.

**7c. Provide the number of clients/individuals served, if applicable.**

|                          | FY 2015   |          | FY 2016   |          | FY 2017   |          | FY 2018   | FY 2019   | FY 2020   |
|--------------------------|-----------|----------|-----------|----------|-----------|----------|-----------|-----------|-----------|
|                          | Projected | Actual   | Projected | Actual   | Projected | Actual   | Projected | Projected | Projected |
| Announced Projects       | 14        | 17       | 15        | 14       | 16        | 15       | 15        | 15        | 15        |
| Jobs Recruited           | N/A       | 1,734    | N/A       | 1,082    | N/A       | 2,916    | 1,911     | 1,911     | 1,911     |
| Average Wages            | N/A       | \$51,129 | N/A       | \$43,531 | N/A       | \$56,360 | \$50,340  | \$50,340  | \$50,340  |
| Private Capital Invested | N/A       | \$208M   | N/A       | \$135M   | N/A       | \$551M   | \$298M    | \$298M    | \$298M    |

Note 1: FY15, FY16, FY17 actuals reflect project commitments facilitated by the Business Recruitment team.

Note 2: Projections for FY18 - 20 are based on the average of the actual results from FY15 - 17. Projections align with Base targets set in 7a and 7b. Stretch targets are based on results that exceed projections.

**7d. Provide a customer satisfaction measure, if available.**

BCS will create a ten question survey for stakeholders related to the program. Five questions will be common across the Division. Five questions will be specific to the activities of this program. The five common questions will be aggregated annually and benchmarked against a baseline for division-wide improvement. The five questions specific to the program will be aggregated annually and benchmarked against a baseline for improvements to this program.

## PROGRAM DESCRIPTION

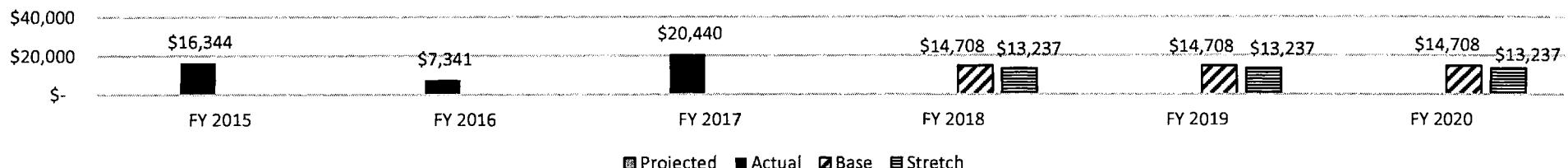
**Department: Economic Development**

**Program Name: Business Recruitment and Marketing**

**Program is found in the following core budget(s): Business Recruitment and Marketing**

**7b. Provide an efficiency measure.**

**Incentives Cost per Job**



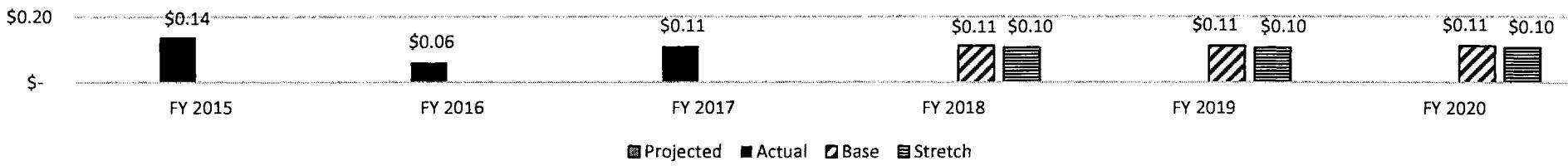
Note 1: Calculated by dividing authorized economic incentives by the committed number of jobs created.

Note 2: Base targets for FY18, FY19 and FY20 are based on average from prior fiscal years. Stretch targets assume a 10% decrease in the state's incentive per job.

Note 3: According to data from the Upjohn Institute Panel Database on Incentives and Taxes, Missouri has been more efficient in offering incentives than other states. Missouri's business incentives in 2015 were only .48% of the state's Export-Based Industry Value Add. This compares to the U.S. average of .77%.

Note 4: This is a new measure; therefore, Projected data for FY15, FY16 and FY17 is not available.

**Incentives per Private Investment Dollar**



Note 1: Calculated by dividing the total authorized economic incentives by the total private capital investment commitments.

Note 2: Base targets for FY18, FY19 and FY20 are based on weighted average from prior fiscal years. Stretch targets assume a 10% decrease in average incentives per year.

Note 3: This is a new measure; therefore, Projected data for FY15, FY16 and FY17 is not available.

## NEW DECISION ITEM

RANK: \_\_\_\_\_ OF \_\_\_\_\_

| Department: Economic Development  | Budget Unit 42014C            |          |                  |                  |   |                    |          |          |                  |                       |   |
|---|-------------------------------|----------|------------------|------------------|---|--------------------|----------|----------|------------------|-----------------------|---|
| Division: Business and Community Services   |                               |          |                  |                  |   |                    |          |          |                  |                       |   |
| DI Name: Restoration of Business Recruitment & Marketing  | DI #1419001 HB Section 07.015 |          |                  |                  |   |                    |          |          |                  |                       |   |
| <b>1. AMOUNT OF REQUEST</b>   |                               |          |                  |                  |   |                    |          |          |                  |                       |   |
| <b>FY 2019 Budget Request</b>   |                               |          |                  |                  | <b>FY 2019 Governor's Recommendation</b>  |                    |          |          |                  |                       |   |
|   | GR                            | Federal  | Other            | Total            | E   |                    | GR       | Federal  | Other            | Total                 | E |
| PS  | 0                             | 0        | 0                | 0                |   | PS                 | 0        | 0        | 0                | 0                     |   |
| EE  | 0                             | 0        | 2,250,000        | 2,250,000        |   | EE                 | 0        | 0        | 2,250,000        | 2,250,000             |   |
| PSD   | 0                             | 0        | 0                | 0                |   | PSD                | 0        | 0        | 0                | 0                     |   |
| TRF   | 0                             | 0        | 0                | 0                |   | TRF                | 0        | 0        | 0                | 0                     |   |
| <b>Total</b>  | <b>0</b>                      | <b>0</b> | <b>2,250,000</b> | <b>2,250,000</b> |   | <b>Total</b>       | <b>0</b> | <b>0</b> | <b>2,250,000</b> | <b>2,250,000</b>      |   |
| FTE   | 0.00                          | 0.00     | 0.00             | 0.00             |   | FTE                | 0.00     | 0.00     | 0.00             | 0.00                  |   |
| <b>Est. Fringe</b>  | 0                             | 0        | 0                | 0                |   | <b>Est. Fringe</b> | 0        | 0        | 0                | 0                     |   |
| Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.   |                               |          |                  |                  | Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation. |                    |          |          |                  |                       |   |
| Other Funds: Economic Development Advancement Fund (0783)   |                               |          |                  |                  | Other Funds:  |                    |          |          |                  |                       |   |
| <b>2. THIS REQUEST CAN BE CATEGORIZED AS:</b>   |                               |          |                  |                  |   |                    |          |          |                  |                       |   |
| New Legislation   |                               |          |                  |                  | New Program   |                    |          |          |                  | Fund Switch           |   |
| Federal Mandate   |                               |          |                  |                  | Program Expansion   |                    |          |          |                  | Cost to Continue      |   |
| GR Pick-Up  |                               |          |                  |                  | Space Request   |                    |          |          |                  | Equipment Replacement |   |
| Pay Plan  | X                             |          |                  |                  | Other: Funding Restoration  |                    |          |          |                  |                       |   |
| <b>3. WHY IS THIS FUNDING NEEDED? PROVIDE AN EXPLANATION FOR ITEMS CHECKED IN #2. INCLUDE THE FEDERAL OR STATE STATUTORY OR CONSTITUTIONAL AUTHORIZATION FOR THIS PROGRAM.</b>  |                               |          |                  |                  |   |                    |          |          |                  |                       |   |
| <p>A restoration of the Business Recruitment &amp; Marketing Core appropriation is needed as it was inadvertently removed from the FY18 budget. The purpose of this program is to market the state both nationally and internationally to effectively produce new business recruitment leads in order to bring new investment opportunities and create new high quality jobs in Missouri. Currently, the Department contracts for these services through the Hawthorn Foundation, who subcontracts with the Missouri Partnership, a public-private economic development partnership. The Missouri Partnership works at the state, regional and local levels to increase the visibility of Missouri as a globally competitive business location. Services include: responding to requests for information and preparing proposals for the location of new business in the state; vetting available sites; locating new or available buildings; providing information on communities and workforce; identifying utility availability and cost; and facilitating meetings with state government agencies and potential strategic partners, including but not limited to, maintaining a working relationship with national site selection firms and coordinating opportunities with DED overseas offices.</p> |                               |          |                  |                  |   |                    |          |          |                  |                       |   |

**NEW DECISION ITEM**

RANK: \_\_\_\_\_ OF \_\_\_\_\_

| <b>Department:</b> Economic Development  | Budget Unit               | 42014C                |                               |                            |                        |                              |                          |                              |                          |                                 |                          |                                 |               |          |   |     |   |     |   |     |   |     |   |   |                           |  |  |  |  |           |  |           |  |   |   |          |   |  |   |  |           |  |           |  |   |   |                       |  |  |  |  |  |  |   |  |  |  |           |   |  |   |  |   |  |   |  |   |   |           |  |  |  |  |  |  |   |  |  |  |           |   |  |   |  |   |  |   |  |   |   |                    |          |            |          |            |                  |            |                  |            |          |          |
|--|---------------------------|-----------------------|-------------------------------|----------------------------|------------------------|------------------------------|--------------------------|------------------------------|--------------------------|---------------------------------|--------------------------|---------------------------------|---------------|----------|---|-----|---|-----|---|-----|---|-----|---|---|---------------------------|--|--|--|--|-----------|--|-----------|--|---|---|----------|---|--|---|--|-----------|--|-----------|--|---|---|-----------------------|--|--|--|--|--|--|---|--|--|--|-----------|---|--|---|--|---|--|---|--|---|---|-----------|--|--|--|--|--|--|---|--|--|--|-----------|---|--|---|--|---|--|---|--|---|---|--------------------|----------|------------|----------|------------|------------------|------------|------------------|------------|----------|----------|
| <b>Division:</b> Business and Community Services   |                           |                       |                               |                            |                        |                              |                          |                              |                          |                                 |                          |                                 |               |          |   |     |   |     |   |     |   |     |   |   |                           |  |  |  |  |           |  |           |  |   |   |          |   |  |   |  |           |  |           |  |   |   |                       |  |  |  |  |  |  |   |  |  |  |           |   |  |   |  |   |  |   |  |   |   |           |  |  |  |  |  |  |   |  |  |  |           |   |  |   |  |   |  |   |  |   |   |                    |          |            |          |            |                  |            |                  |            |          |          |
| <b>DI Name:</b> Restoration of Business Recruitment & Marketing  | DI #1419001               | HB Section 07.015     |                               |                            |                        |                              |                          |                              |                          |                                 |                          |                                 |               |          |   |     |   |     |   |     |   |     |   |   |                           |  |  |  |  |           |  |           |  |   |   |          |   |  |   |  |           |  |           |  |   |   |                       |  |  |  |  |  |  |   |  |  |  |           |   |  |   |  |   |  |   |  |   |   |           |  |  |  |  |  |  |   |  |  |  |           |   |  |   |  |   |  |   |  |   |   |                    |          |            |          |            |                  |            |                  |            |          |          |
| <p><b>4. DESCRIBE THE DETAILED ASSUMPTIONS USED TO DERIVE THE SPECIFIC REQUESTED AMOUNT. (How did you determine that the requested number of FTE were appropriate? From what source or standard did you derive the requested levels of funding? Were alternatives such as outsourcing or automation considered? If based on new legislation, does request tie to TAFP fiscal note? If not, explain why. Detail which portions of the request are one-times and how those amounts were calculated.)</b></p> <p>\$2,250,000 is the amount being requested by the Division of Business and Community Services for FY19 as this was the previous original appropriation amount. Please see the EDAF Trend Chart under 7.</p>   |                           |                       |                               |                            |                        |                              |                          |                              |                          |                                 |                          |                                 |               |          |   |     |   |     |   |     |   |     |   |   |                           |  |  |  |  |           |  |           |  |   |   |          |   |  |   |  |           |  |           |  |   |   |                       |  |  |  |  |  |  |   |  |  |  |           |   |  |   |  |   |  |   |  |   |   |           |  |  |  |  |  |  |   |  |  |  |           |   |  |   |  |   |  |   |  |   |   |                    |          |            |          |            |                  |            |                  |            |          |          |
| <p><b>5. BREAK DOWN THE REQUEST BY BUDGET OBJECT CLASS, JOB CLASS, AND FUND SOURCE. IDENTIFY ONE-TIME COSTS.</b></p> <table border="1"> <thead> <tr> <th rowspan="2">Budget Object Class/Job Class</th> <th>Dept Req<br/>GR<br/>DOLLARS</th> <th>Dept Req<br/>GR<br/>FTE</th> <th>Dept Req<br/>FED<br/>DOLLARS</th> <th>Dept Req<br/>FED<br/>FTE</th> <th>Dept Req<br/>OTHER<br/>DOLLARS</th> <th>Dept Req<br/>OTHER<br/>FTE</th> <th>Dept Req<br/>TOTAL<br/>DOLLARS</th> <th>Dept Req<br/>TOTAL<br/>FTE</th> <th>Dept Req<br/>One-Time<br/>DOLLARS</th> <th>Dept Req<br/>E</th> </tr> </thead> <tbody> <tr> <td>Total PS</td> <td>0</td> <td>0.0</td> <td>0</td> <td>0.0</td> <td>0</td> <td>0.0</td> <td>0</td> <td>0.0</td> <td>0</td> <td>0</td> </tr> <tr> <td>400/Professional Services</td> <td></td> <td></td> <td></td> <td></td> <td>2,250,000</td> <td></td> <td>2,250,000</td> <td></td> <td>0</td> <td>0</td> </tr> <tr> <td>Total EE</td> <td>0</td> <td></td> <td>0</td> <td></td> <td>2,250,000</td> <td></td> <td>2,250,000</td> <td></td> <td>0</td> <td>0</td> </tr> <tr> <td>Program Distributions</td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td>0</td> <td></td> <td></td> <td></td> </tr> <tr> <td>Total PSD</td> <td>0</td> <td></td> <td>0</td> <td></td> <td>0</td> <td></td> <td>0</td> <td></td> <td>0</td> <td>0</td> </tr> <tr> <td>Transfers</td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td>0</td> <td></td> <td></td> <td></td> </tr> <tr> <td>Total TRF</td> <td>0</td> <td></td> <td>0</td> <td></td> <td>0</td> <td></td> <td>0</td> <td></td> <td>0</td> <td>0</td> </tr> <tr> <td><b>Grand Total</b></td> <td><b>0</b></td> <td><b>0.0</b></td> <td><b>0</b></td> <td><b>0.0</b></td> <td><b>2,250,000</b></td> <td><b>0.0</b></td> <td><b>2,250,000</b></td> <td><b>0.0</b></td> <td><b>0</b></td> <td><b>0</b></td> </tr> </tbody> </table> |                           |                       | Budget Object Class/Job Class | Dept Req<br>GR<br>DOLLARS  | Dept Req<br>GR<br>FTE  | Dept Req<br>FED<br>DOLLARS   | Dept Req<br>FED<br>FTE   | Dept Req<br>OTHER<br>DOLLARS | Dept Req<br>OTHER<br>FTE | Dept Req<br>TOTAL<br>DOLLARS    | Dept Req<br>TOTAL<br>FTE | Dept Req<br>One-Time<br>DOLLARS | Dept Req<br>E | Total PS | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 | 0 | 0 | 400/Professional Services |  |  |  |  | 2,250,000 |  | 2,250,000 |  | 0 | 0 | Total EE | 0 |  | 0 |  | 2,250,000 |  | 2,250,000 |  | 0 | 0 | Program Distributions |  |  |  |  |  |  | 0 |  |  |  | Total PSD | 0 |  | 0 |  | 0 |  | 0 |  | 0 | 0 | Transfers |  |  |  |  |  |  | 0 |  |  |  | Total TRF | 0 |  | 0 |  | 0 |  | 0 |  | 0 | 0 | <b>Grand Total</b> | <b>0</b> | <b>0.0</b> | <b>0</b> | <b>0.0</b> | <b>2,250,000</b> | <b>0.0</b> | <b>2,250,000</b> | <b>0.0</b> | <b>0</b> | <b>0</b> |
| Budget Object Class/Job Class  | Dept Req<br>GR<br>DOLLARS | Dept Req<br>GR<br>FTE |                               | Dept Req<br>FED<br>DOLLARS | Dept Req<br>FED<br>FTE | Dept Req<br>OTHER<br>DOLLARS | Dept Req<br>OTHER<br>FTE | Dept Req<br>TOTAL<br>DOLLARS | Dept Req<br>TOTAL<br>FTE | Dept Req<br>One-Time<br>DOLLARS | Dept Req<br>E            |                                 |               |          |   |     |   |     |   |     |   |     |   |   |                           |  |  |  |  |           |  |           |  |   |   |          |   |  |   |  |           |  |           |  |   |   |                       |  |  |  |  |  |  |   |  |  |  |           |   |  |   |  |   |  |   |  |   |   |           |  |  |  |  |  |  |   |  |  |  |           |   |  |   |  |   |  |   |  |   |   |                    |          |            |          |            |                  |            |                  |            |          |          |
|  | Total PS                  | 0                     | 0.0                           | 0                          | 0.0                    | 0                            | 0.0                      | 0                            | 0.0                      | 0                               | 0                        |                                 |               |          |   |     |   |     |   |     |   |     |   |   |                           |  |  |  |  |           |  |           |  |   |   |          |   |  |   |  |           |  |           |  |   |   |                       |  |  |  |  |  |  |   |  |  |  |           |   |  |   |  |   |  |   |  |   |   |           |  |  |  |  |  |  |   |  |  |  |           |   |  |   |  |   |  |   |  |   |   |                    |          |            |          |            |                  |            |                  |            |          |          |
| 400/Professional Services  |                           |                       |                               |                            | 2,250,000              |                              | 2,250,000                |                              | 0                        | 0                               |                          |                                 |               |          |   |     |   |     |   |     |   |     |   |   |                           |  |  |  |  |           |  |           |  |   |   |          |   |  |   |  |           |  |           |  |   |   |                       |  |  |  |  |  |  |   |  |  |  |           |   |  |   |  |   |  |   |  |   |   |           |  |  |  |  |  |  |   |  |  |  |           |   |  |   |  |   |  |   |  |   |   |                    |          |            |          |            |                  |            |                  |            |          |          |
| Total EE   | 0                         |                       | 0                             |                            | 2,250,000              |                              | 2,250,000                |                              | 0                        | 0                               |                          |                                 |               |          |   |     |   |     |   |     |   |     |   |   |                           |  |  |  |  |           |  |           |  |   |   |          |   |  |   |  |           |  |           |  |   |   |                       |  |  |  |  |  |  |   |  |  |  |           |   |  |   |  |   |  |   |  |   |   |           |  |  |  |  |  |  |   |  |  |  |           |   |  |   |  |   |  |   |  |   |   |                    |          |            |          |            |                  |            |                  |            |          |          |
| Program Distributions  |                           |                       |                               |                            |                        |                              | 0                        |                              |                          |                                 |                          |                                 |               |          |   |     |   |     |   |     |   |     |   |   |                           |  |  |  |  |           |  |           |  |   |   |          |   |  |   |  |           |  |           |  |   |   |                       |  |  |  |  |  |  |   |  |  |  |           |   |  |   |  |   |  |   |  |   |   |           |  |  |  |  |  |  |   |  |  |  |           |   |  |   |  |   |  |   |  |   |   |                    |          |            |          |            |                  |            |                  |            |          |          |
| Total PSD  | 0                         |                       | 0                             |                            | 0                      |                              | 0                        |                              | 0                        | 0                               |                          |                                 |               |          |   |     |   |     |   |     |   |     |   |   |                           |  |  |  |  |           |  |           |  |   |   |          |   |  |   |  |           |  |           |  |   |   |                       |  |  |  |  |  |  |   |  |  |  |           |   |  |   |  |   |  |   |  |   |   |           |  |  |  |  |  |  |   |  |  |  |           |   |  |   |  |   |  |   |  |   |   |                    |          |            |          |            |                  |            |                  |            |          |          |
| Transfers  |                           |                       |                               |                            |                        |                              | 0                        |                              |                          |                                 |                          |                                 |               |          |   |     |   |     |   |     |   |     |   |   |                           |  |  |  |  |           |  |           |  |   |   |          |   |  |   |  |           |  |           |  |   |   |                       |  |  |  |  |  |  |   |  |  |  |           |   |  |   |  |   |  |   |  |   |   |           |  |  |  |  |  |  |   |  |  |  |           |   |  |   |  |   |  |   |  |   |   |                    |          |            |          |            |                  |            |                  |            |          |          |
| Total TRF  | 0                         |                       | 0                             |                            | 0                      |                              | 0                        |                              | 0                        | 0                               |                          |                                 |               |          |   |     |   |     |   |     |   |     |   |   |                           |  |  |  |  |           |  |           |  |   |   |          |   |  |   |  |           |  |           |  |   |   |                       |  |  |  |  |  |  |   |  |  |  |           |   |  |   |  |   |  |   |  |   |   |           |  |  |  |  |  |  |   |  |  |  |           |   |  |   |  |   |  |   |  |   |   |                    |          |            |          |            |                  |            |                  |            |          |          |
| <b>Grand Total</b>   | <b>0</b>                  | <b>0.0</b>            | <b>0</b>                      | <b>0.0</b>                 | <b>2,250,000</b>       | <b>0.0</b>                   | <b>2,250,000</b>         | <b>0.0</b>                   | <b>0</b>                 | <b>0</b>                        |                          |                                 |               |          |   |     |   |     |   |     |   |     |   |   |                           |  |  |  |  |           |  |           |  |   |   |          |   |  |   |  |           |  |           |  |   |   |                       |  |  |  |  |  |  |   |  |  |  |           |   |  |   |  |   |  |   |  |   |   |           |  |  |  |  |  |  |   |  |  |  |           |   |  |   |  |   |  |   |  |   |   |                    |          |            |          |            |                  |            |                  |            |          |          |

## NEW DECISION ITEM

RANK: \_\_\_\_\_ OF \_\_\_\_\_

| <b>Department:</b> Economic Development                         |                          |                      |                           |                       | Budget Unit                 | 42014C                  |                             |                         |                                  |
|---|--------------------------|----------------------|---------------------------|-----------------------|-----------------------------|-------------------------|-----------------------------|-------------------------|----------------------------------|
| <b>Division:</b> Business and Community Services                |                          |                      |                           |                       |                             |                         |                             |                         |                                  |
| <b>DI Name:</b> Restoration of Business Recruitment & Marketing |                          |                      | DI #1419001               | HB Section            | 07.015                      |                         |                             |                         |                                  |
| Budget Object Class/Job Class                                   | Gov Rec<br>GR<br>DOLLARS | Gov Rec<br>GR<br>FTE | Gov Rec<br>FED<br>DOLLARS | Gov Rec<br>FED<br>FTE | Gov Rec<br>OTHER<br>DOLLARS | Gov Rec<br>OTHER<br>FTE | Gov Rec<br>TOTAL<br>DOLLARS | Gov Rec<br>TOTAL<br>FTE | Gov Rec<br>One-Time<br>DOLLARS E |
| Total PS  | 0                        | 0.0                  | 0                         | 0.0                   | 0                           | 0.0                     | 0                           | 0.0                     | 0                                |
| 400/Professional Services                                       |                          |                      |                           |                       | 2,250,000                   |                         | 2,250,000                   |                         | 0                                |
| Total EE  | 0                        | 0                    |                           |                       | 2,250,000                   |                         | 2,250,000                   |                         | 0                                |
| Program Distributions   |                          |                      |                           |                       |                             |                         | 0                           |                         |                                  |
| Total PSD   | 0                        | 0                    |                           |                       | 0                           |                         | 0                           |                         | 0                                |
| Transfers   |                          |                      |                           |                       |                             |                         |                             |                         |                                  |
| Total TRF   | 0                        | 0                    |                           |                       | 0                           |                         | 0                           |                         | 0                                |
| <b>Grand Total</b>  | <b>0</b>                 | <b>0.0</b>           | <b>0</b>                  | <b>0.0</b>            | <b>2,250,000</b>            | <b>0.0</b>              | <b>2,250,000</b>            | <b>0.0</b>              | <b>0</b>                         |

**NEW DECISION ITEM**

RANK: \_\_\_\_\_ OF \_\_\_\_\_

|  |                        |        |
|--|------------------------|--------|
| Department: Economic Development                         | Budget Unit            | 42014C |
| Division: Business and Community Services                |                        |        |
| DI Name: Restoration of Business Recruitment & Marketing | DI #1419001 HB Section | 07.015 |

**6. PERFORMANCE MEASURES (If new decision item has an associated core, separately identify projected performance with & without additional funding.)**

**6a. Provide an effectiveness measure.**

Refer to the Business Recruitment & Marketing Core for the effectiveness measure.

**6b. Provide an efficiency measure.**

Refer to the Business Recruitment & Marketing Core for the efficiency measure.

**6c. Provide the number of clients/individuals served, if applicable.**

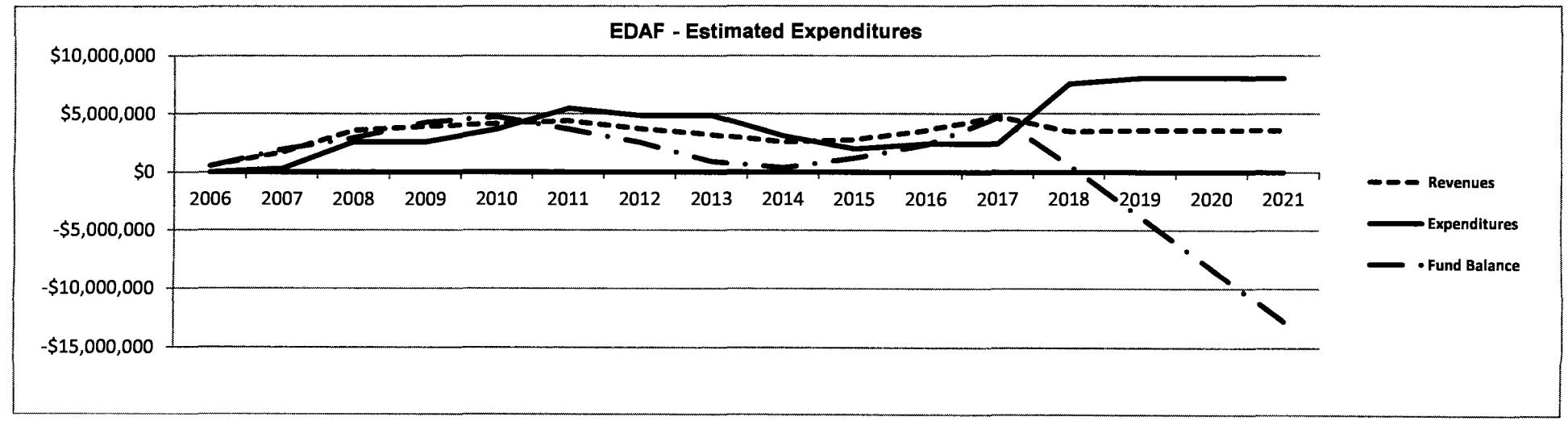
Refer to the Business Recruitment & Marketing Core for the number of clients served.

**6d. Provide a customer satisfaction measure, if available.**

Refer to the Business Recruitment & Marketing Core for the customer satisfaction measure.

**7. STRATEGIES TO ACHIEVE THE PERFORMANCE MEASUREMENT TARGETS:**

The chart below demonstrates that Expenditures will out pace Revenues if the Business Recruitment and Marketing appropriation is restored and the BCS Marketing, Sales and Finance Teams and International Trade & Investment Offices Fund Switches are not made in FY19.



**DEPARTMENT OF ECONOMIC DEVELOPMENT**
**DECISION ITEM DETAIL**

| Budget Unit                               | FY 2017    | FY 2017     | FY 2018    | FY 2018     | FY 2019            | FY 2019     | FY 2019            | FY 2019     |
|---|------------|-------------|------------|-------------|--------------------|-------------|--------------------|-------------|
| Decision Item                             | ACTUAL     | ACTUAL      | BUDGET     | BUDGET      | DEPT REQ           | DEPT REQ    | GOV REC            | GOV REC     |
| Budget Object Class                       | DOLLAR     | FTE         | DOLLAR     | FTE         | DOLLAR             | FTE         | DOLLAR             | FTE         |
| <b>BUSINESS RECRUITMENT&amp;MARKETING</b> |            |             |            |             |                    |             |                    |             |
| Restore Bus Recruit/Mktg - 1419001        |            |             |            |             |                    |             |                    |             |
| PROFESSIONAL SERVICES                     | 0          | 0.00        | 0          | 0.00        | 2,250,000          | 0.00        | 2,250,000          | 0.00        |
| <b>TOTAL - EE</b>                         | <b>0</b>   | <b>0.00</b> | <b>0</b>   | <b>0.00</b> | <b>2,250,000</b>   | <b>0.00</b> | <b>2,250,000</b>   | <b>0.00</b> |
| <b>GRAND TOTAL</b>                        | <b>\$0</b> | <b>0.00</b> | <b>\$0</b> | <b>0.00</b> | <b>\$2,250,000</b> | <b>0.00</b> | <b>\$2,250,000</b> | <b>0.00</b> |
| GENERAL REVENUE                           | \$0        | 0.00        | \$0        | 0.00        | \$0                | 0.00        | \$0                | 0.00        |
| FEDERAL FUNDS                             | \$0        | 0.00        | \$0        | 0.00        | \$0                | 0.00        | \$0                | 0.00        |
| OTHER FUNDS                               | \$0        | 0.00        | \$0        | 0.00        | \$2,250,000        | 0.00        | \$2,250,000        | 0.00        |

**DEPARTMENT OF ECONOMIC DEVELOPMENT**
**DECISION ITEM SUMMARY**

| Budget Unit<br>Decision Item<br>Budget Object Summary<br>Fund | FY 2017<br>ACTUAL<br>DOLLAR | FY 2017<br>ACTUAL<br>FTE | FY 2018<br>BUDGET<br>DOLLAR | FY 2018<br>BUDGET<br>FTE | FY 2019<br>DEPT REQ<br>DOLLAR | FY 2019<br>DEPT REQ<br>FTE | FY 2019<br>GOV REC<br>DOLLAR | FY 2019<br>GOV REC<br>FTE |
|---|-----------------------------|--------------------------|-----------------------------|--------------------------|-------------------------------|----------------------------|------------------------------|---------------------------|
| <b>JOBs AND INFRASTRUCTURE</b>                                |                             |                          |                             |                          |                               |                            |                              |                           |
| Jobs and Infrastructure Devl - 1419007                        |                             |                          |                             |                          |                               |                            |                              |                           |
| PROGRAM-SPECIFIC  |                             |                          |                             |                          |                               |                            |                              |                           |
| JOBs AND INFRASTRUCTURE                                       | 0                           | 0.00                     | 0                           | 0.00                     | 0                             | 0.00                       | 25,000,000                   | 0.00                      |
| TOTAL - PD  | 0                           | 0.00                     | 0                           | 0.00                     | 0                             | 0.00                       | 25,000,000                   | 0.00                      |
| <b>TOTAL</b>  | <b>0</b>                    | <b>0.00</b>              | <b>0</b>                    | <b>0.00</b>              | <b>0</b>                      | <b>0.00</b>                | <b>25,000,000</b>            | <b>0.00</b>               |
| <b>GRAND TOTAL</b>  | <b>\$0</b>                  | <b>0.00</b>              | <b>\$0</b>                  | <b>0.00</b>              | <b>\$0</b>                    | <b>0.00</b>                | <b>\$25,000,000</b>          | <b>0.00</b>               |

## NEW DECISION ITEM

RANK: \_\_\_\_\_ OF \_\_\_\_\_

Department: Economic Development  
 Division: Business and Community Services  
 DI Name: Jobs and Infrastructure Development      DI# 1419007

Budget Unit 42070C &amp; 42071C

HB Section \_\_\_\_\_

## 1. AMOUNT OF REQUEST

|       | FY 2019 Budget Request |          |          |          | E |
|-------|------------------------|----------|----------|----------|---|
|       | GR                     | Federal  | Other    | Total    |   |
| PS    | 0                      | 0        | 0        | 0        |   |
| EE    | 0                      | 0        | 0        | 0        |   |
| PSD   | 0                      | 0        | 0        | 0        |   |
| TRF   | 0                      | 0        | 0        | 0        |   |
| Total | <b>0</b>               | <b>0</b> | <b>0</b> | <b>0</b> |   |

FTE      0.00      0.00      0.00      0.00

*Est. Fringe*      0      0      0      0

Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

|       | FY 2019 Governor's Recommendation |          |                   |                   | E |
|-------|-----------------------------------|----------|-------------------|-------------------|---|
|       | GR                                | Federal  | Other             | Total             |   |
| PS    | 0                                 | 0        | 0                 | 0                 |   |
| EE    | 0                                 | 0        | 0                 | 0                 |   |
| PSD   | 0                                 | 0        | 25,000,000        | 25,000,000        |   |
| TRF   | 25,000,000                        | 0        | 0                 | 25,000,000        |   |
| Total | <b>25,000,000</b>                 | <b>0</b> | <b>25,000,000</b> | <b>50,000,000</b> |   |

FTE      0.00      0.00      0.00      0.00

*Est. Fringe*      0      0      0      0

Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

Other Funds:

Other Funds: Jobs and Infrastructure Fund (0611)

## 2. THIS REQUEST CAN BE CATEGORIZED AS:

|                 |                                     |                   |                       |
|-----------------|-------------------------------------|-------------------|-----------------------|
| New Legislation | <input checked="" type="checkbox"/> | New Program       | Fund Switch           |
| Federal Mandate | <input type="checkbox"/>            | Program Expansion | Cost to Continue      |
| GR Pick-Up      | <input type="checkbox"/>            | Space Request     | Equipment Replacement |
| Pay Plan        | <input type="checkbox"/>            | Other:            |                       |

## 3. WHY IS THIS FUNDING NEEDED? PROVIDE AN EXPLANATION FOR ITEMS CHECKED IN #2. INCLUDE THE FEDERAL OR STATE STATUTORY OR CONSTITUTIONAL AUTHORIZATION FOR THIS PROGRAM.

This decision item establishes a new Jobs and Infrastructure Fund that will assist local governments with matching funds to ensure infrastructure is in place to attract, retain and grow Missouri businesses and create additional jobs for hard working Missourians. A broad array of infrastructure improvements will be authorized under this program, including, but not limited to, improvements in waterways, ports, utilities, and communications systems.

**NEW DECISION ITEM**  
**RANK:** \_\_\_\_\_ **OF** \_\_\_\_\_

| <b>Department:</b> Economic Development   | <b>Budget Unit</b> 42070C & 42071C |                       |                            |                        |                              |                          |                              |                          |                                 |          |
|---|------------------------------------|-----------------------|----------------------------|------------------------|------------------------------|--------------------------|------------------------------|--------------------------|---------------------------------|----------|
| <b>Division:</b> Business and Community Services  |                                    |                       |                            |                        |                              |                          |                              |                          |                                 |          |
| <b>DI Name:</b> Jobs and Infrastructure Development   | <b>DI#</b> 1419007                 |                       |                            |                        |                              |                          |                              |                          |                                 |          |
| <b>HB Section</b> _____   |                                    |                       |                            |                        |                              |                          |                              |                          |                                 |          |
| <b>4. DESCRIBE THE DETAILED ASSUMPTIONS USED TO DERIVE THE SPECIFIC REQUESTED AMOUNT. (How did you determine that the requested number of FTE were appropriate? From what source or standard did you derive the requested levels of funding? Were alternatives such as outsourcing or automation considered? If based on new legislation, does request tie to TAFP fiscal note? If not, explain why. Detail which portions of the request are one-times and how those amounts were calculated.)</b> |                                    |                       |                            |                        |                              |                          |                              |                          |                                 |          |
| The funding level was established to provide a sufficient impact for job-creating infrastructure development. It is at a level consistent with other statewide development programs, and it will provide opportunity for additional impact through local funding matches.   |                                    |                       |                            |                        |                              |                          |                              |                          |                                 |          |
| <b>5. BREAK DOWN THE REQUEST BY BUDGET OBJECT CLASS, JOB CLASS, AND FUND SOURCE. IDENTIFY ONE-TIME COSTS.</b>   |                                    |                       |                            |                        |                              |                          |                              |                          |                                 |          |
| Budget Object Class/Job Class   | Dept Req<br>GR<br>DOLLARS          | Dept Req<br>GR<br>FTE | Dept Req<br>FED<br>DOLLARS | Dept Req<br>FED<br>FTE | Dept Req<br>OTHER<br>DOLLARS | Dept Req<br>OTHER<br>FTE | Dept Req<br>TOTAL<br>DOLLARS | Dept Req<br>TOTAL<br>FTE | Dept Req<br>One-Time<br>DOLLARS | E        |
|   |                                    | 0                     | 0.0                        | 0                      | 0.0                          | 0                        | 0.0                          | 0                        | 0.0                             | 0        |
| Total PS  | 0                                  | 0.0                   | 0                          | 0.0                    | 0                            | 0.0                      | 0                            | 0.0                      | 0                               | 0        |
| Total EE  | 0                                  | 0                     | 0                          | 0                      | 0                            | 0                        | 0                            | 0.0                      | 0                               | 0        |
| Program Distributions   | 0                                  | 0                     | 0                          | 0                      | 0                            | 0                        | 0                            | 0.0                      | 0                               | 0        |
| Total PSD   | 0                                  | 0                     | 0                          | 0                      | 0                            | 0                        | 0                            | 0.0                      | 0                               | 0        |
| Transfers   | 0                                  | 0                     | 0                          | 0                      | 0                            | 0                        | 0                            | 0.0                      | 0                               | 0        |
| Total TRF   | 0                                  | 0                     | 0                          | 0                      | 0                            | 0                        | 0                            | 0.0                      | 0                               | 0        |
| <b>Grand Total</b>  | <b>0</b>                           | <b>0.0</b>            | <b>0</b>                   | <b>0.0</b>             | <b>0</b>                     | <b>0.0</b>               | <b>0</b>                     | <b>0.0</b>               | <b>0</b>                        | <b>0</b> |

**NEW DECISION ITEM**

RANK: \_\_\_\_\_ OF \_\_\_\_\_

| <b>Department:</b> Economic Development             | <b>Budget Unit</b> 42070C & 42071C |                      |                           |                       |                             |                         |                             |                         |
|---|------------------------------------|----------------------|---------------------------|-----------------------|-----------------------------|-------------------------|-----------------------------|-------------------------|
| <b>Division:</b> Business and Community Services    |                                    |                      |                           |                       |                             |                         |                             |                         |
| <b>DI Name:</b> Jobs and Infrastructure Development | <b>DI#</b> 1419007                 |                      |                           |                       |                             |                         |                             |                         |
| Budget Object Class/Job Class                       | Gov Rec<br>GR<br>DOLLARS           | Gov Rec<br>GR<br>FTE | Gov Rec<br>FED<br>DOLLARS | Gov Rec<br>FED<br>FTE | Gov Rec<br>OTHER<br>DOLLARS | Gov Rec<br>OTHER<br>FTE | Gov Rec<br>TOTAL<br>DOLLARS | Gov Rec<br>TOTAL<br>FTE |
| Total PS  | 0                                  | 0.0                  | 0                         | 0.0                   | 0                           | 0.0                     | 0                           | 0.0                     |
|   |                                    |                      |                           |                       |                             |                         | 0                           | 0                       |
|   |                                    |                      |                           |                       |                             |                         | 0                           | 0.0                     |
| Total EE  | 0                                  |                      | 0                         |                       | 0                           |                         | 0                           |                         |
|   |                                    |                      |                           |                       |                             |                         | 0                           | 0                       |
| Program Distributions                               | 0                                  |                      |                           |                       | 25,000,000                  |                         | 25,000,000                  |                         |
| Total PSD   | 0                                  |                      | 0                         |                       | 25,000,000                  |                         | 25,000,000                  |                         |
| Transfers   | 25,000,000                         |                      |                           |                       |                             |                         | 25,000,000                  |                         |
| Total TRF   | 25,000,000                         |                      | 0                         |                       | 0                           |                         | 25,000,000                  |                         |
| <b>Grand Total</b>                                  | <b>25,000,000</b>                  | <b>0.0</b>           | <b>0</b>                  | <b>0.0</b>            | <b>25,000,000</b>           | <b>0.0</b>              | <b>50,000,000</b>           | <b>0.0</b>              |
|   |                                    |                      |                           |                       |                             |                         |                             |                         |

**NEW DECISION ITEM**  
RANK: \_\_\_\_\_ OF \_\_\_\_\_

**Department:** Economic Development

**Budget Unit** 42070C & 42071C

**Division:** Business and Community Services

**DI Name:** Jobs and Infrastructure Development

DI# 1419007

**HB Section** \_\_\_\_\_

**6. PERFORMANCE MEASURES** (If new decision item has an associated core, separately identify projected performance with & without additional funding.)

**6a. Provide an effectiveness measure.**

This is a new initiative; therefore, performance measures will be developed.

**6b. Provide an efficiency measure.**

This is a new initiative; therefore, performance measures will be developed.

**6c. Provide the number of clients/individuals served, if applicable.**

This is a new initiative; therefore, performance measures will be developed.

**6d. Provide a customer satisfaction measure, if available.**

This is a new initiative; therefore, performance measures will be developed.

**7. STRATEGIES TO ACHIEVE THE PERFORMANCE MEASUREMENT TARGETS:**

This is a new initiative; therefore, performance measures will be developed.

**DEPARTMENT OF ECONOMIC DEVELOPMENT**
**DECISION ITEM DETAIL**

| Budget Unit                            | FY 2017    | FY 2017     | FY 2018    | FY 2018     | FY 2019    | FY 2019     | FY 2019             | FY 2019     |
|--|------------|-------------|------------|-------------|------------|-------------|---------------------|-------------|
| Decision Item                          | ACTUAL     | ACTUAL      | BUDGET     | BUDGET      | DEPT REQ   | DEPT REQ    | GOV REC             | GOV REC     |
| Budget Object Class                    | DOLLAR     | FTE         | DOLLAR     | FTE         | DOLLAR     | FTE         | DOLLAR              | FTE         |
| <b>JOBs AND INFRASTRUCTURE</b>         |            |             |            |             |            |             |                     |             |
| Jobs and Infrastructure Devl - 1419007 |            |             |            |             |            |             |                     |             |
| PROGRAM DISTRIBUTIONS                  | 0          | 0.00        | 0          | 0.00        | 0          | 0.00        | 25,000,000          | 0.00        |
| TOTAL - PD                             | 0          | 0.00        | 0          | 0.00        | 0          | 0.00        | 25,000,000          | 0.00        |
| <b>GRAND TOTAL</b>                     | <b>\$0</b> | <b>0.00</b> | <b>\$0</b> | <b>0.00</b> | <b>\$0</b> | <b>0.00</b> | <b>\$25,000,000</b> | <b>0.00</b> |
| GENERAL REVENUE                        | \$0        | 0.00        | \$0        | 0.00        | \$0        | 0.00        | \$0                 | 0.00        |
| FEDERAL FUNDS                          | \$0        | 0.00        | \$0        | 0.00        | \$0        | 0.00        | \$0                 | 0.00        |
| OTHER FUNDS                            | \$0        | 0.00        | \$0        | 0.00        | \$0        | 0.00        | \$25,000,000        | 0.00        |

**DEPARTMENT OF ECONOMIC DEVELOPMENT**
**DECISION ITEM SUMMARY**
**Budget Unit**

| Decision Item                          | FY 2017<br>ACTUAL<br>DOLLAR | FY 2017<br>ACTUAL<br>FTE | FY 2018<br>BUDGET<br>DOLLAR | FY 2018<br>BUDGET<br>FTE | FY 2019<br>DEPT REQ<br>DOLLAR | FY 2019<br>DEPT REQ<br>FTE | FY 2019<br>GOV REC<br>DOLLAR | FY 2019<br>GOV REC<br>FTE |
|--|-----------------------------|--------------------------|-----------------------------|--------------------------|-------------------------------|----------------------------|------------------------------|---------------------------|
| <b>JOBs AND INFRASTRUCTR TRANSFER</b>  |                             |                          |                             |                          |                               |                            |                              |                           |
| Jobs and Infrastructure Devl - 1419007 |                             |                          |                             |                          |                               |                            |                              |                           |
| FUND TRANSFERS                         |                             |                          |                             |                          |                               |                            |                              |                           |
| GENERAL REVENUE                        | 0                           | 0.00                     | 0                           | 0.00                     | 0                             | 0.00                       | 25,000,000                   | 0.00                      |
| TOTAL - TRF                            | 0                           | 0.00                     | 0                           | 0.00                     | 0                             | 0.00                       | 25,000,000                   | 0.00                      |
| TOTAL                                  | 0                           | 0.00                     | 0                           | 0.00                     | 0                             | 0.00                       | 25,000,000                   | 0.00                      |
| <b>GRAND TOTAL</b>                     | <b>\$0</b>                  | <b>0.00</b>              | <b>\$0</b>                  | <b>0.00</b>              | <b>\$0</b>                    | <b>0.00</b>                | <b>\$25,000,000</b>          | <b>0.00</b>               |

**NEW DECISION ITEM**  
**RANK: \_\_\_\_\_ OF \_\_\_\_\_**

|   |                    |                 |
|---|--------------------|-----------------|
| <b>Department:</b> Economic Development             | <b>Budget Unit</b> | 42070C & 42071C |
| <b>Division:</b> Business and Community Services    |                    |                 |
| <b>DI Name:</b> Jobs and Infrastructure Development | <b>DI#</b>         | 1419007         |
|   | <b>HB Section</b>  |                 |

**1. AMOUNT OF REQUEST**

|              | FY 2019 Budget Request |             |             |             | E | FY 2019 Governor's Recommendation |                   |             |                   |
|--------------|------------------------|-------------|-------------|-------------|---|-----------------------------------|-------------------|-------------|-------------------|
|              | GR                     | Federal     | Other       | Total       |   | GR                                | Federal           | Other       | Total             |
| PS           | 0                      | 0           | 0           | 0           |   | PS                                | 0                 | 0           | 0                 |
| EE           | 0                      | 0           | 0           | 0           |   | EE                                | 0                 | 0           | 0                 |
| PSD          | 0                      | 0           | 0           | 0           |   | PSD                               | 0                 | 25,000,000  | 25,000,000        |
| TRF          | 0                      | 0           | 0           | 0           |   | TRF                               | 25,000,000        | 0           | 25,000,000        |
| <b>Total</b> | <b>0</b>               | <b>0</b>    | <b>0</b>    | <b>0</b>    |   | <b>Total</b>                      | <b>25,000,000</b> | <b>0</b>    | <b>25,000,000</b> |
| <b>FTE</b>   | <b>0.00</b>            | <b>0.00</b> | <b>0.00</b> | <b>0.00</b> |   | <b>FTE</b>                        | <b>0.00</b>       | <b>0.00</b> | <b>0.00</b>       |

|                    |   |   |   |   |
|--------------------|---|---|---|---|
| <b>Est. Fringe</b> | 0 | 0 | 0 | 0 |
|--------------------|---|---|---|---|

Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

|                    |   |   |   |   |
|--------------------|---|---|---|---|
| <b>Est. Fringe</b> | 0 | 0 | 0 | 0 |
|--------------------|---|---|---|---|

Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

Other Funds:

Other Funds: Jobs and Infrastructure Fund (0611)

**2. THIS REQUEST CAN BE CATEGORIZED AS:**

|                 |                                     |                   |                          |                       |
|-----------------|-------------------------------------|-------------------|--------------------------|-----------------------|
| New Legislation | <input checked="" type="checkbox"/> | New Program       | <input type="checkbox"/> | Fund Switch           |
| Federal Mandate | <input type="checkbox"/>            | Program Expansion | <input type="checkbox"/> | Cost to Continue      |
| GR Pick-Up      | <input type="checkbox"/>            | Space Request     | <input type="checkbox"/> | Equipment Replacement |
| Pay Plan        | <input type="checkbox"/>            | Other:            | <input type="checkbox"/> |                       |

**3. WHY IS THIS FUNDING NEEDED? PROVIDE AN EXPLANATION FOR ITEMS CHECKED IN #2. INCLUDE THE FEDERAL OR STATE STATUTORY OR CONSTITUTIONAL AUTHORIZATION FOR THIS PROGRAM.**

This decision item establishes a new Jobs and Infrastructure Fund that will assist local governments with matching funds to ensure infrastructure is in place to attract, retain and grow Missouri businesses and create additional jobs for hard working Missourians. A broad array of infrastructure improvements will be authorized under this program, including, but not limited to, improvements in waterways, ports, utilities, and communications systems.

## NEW DECISION ITEM

RANK: \_\_\_\_\_ OF \_\_\_\_\_

|   |                    |                         |
|---|--------------------|-------------------------|
| <b>Department:</b> Economic Development             | <b>Budget Unit</b> | 42070C & 42071C         |
| <b>Division:</b> Business and Community Services    |                    |                         |
| <b>DI Name:</b> Jobs and Infrastructure Development | <b>DI#</b> 1419007 | <b>HB Section</b> _____ |

**4. DESCRIBE THE DETAILED ASSUMPTIONS USED TO DERIVE THE SPECIFIC REQUESTED AMOUNT. (How did you determine that the requested number of FTE were appropriate? From what source or standard did you derive the requested levels of funding? Were alternatives such as outsourcing or automation considered? If based on new legislation, does request tie to TAFF fiscal note? If not, explain why. Detail which portions of the request are one-times and how those amounts were calculated.)**

The funding level was established to provide a sufficient impact for job-creating infrastructure development. It is at a level consistent with other statewide development programs, and it will provide opportunity for additional impact through local funding matches.

**5. BREAK DOWN THE REQUEST BY BUDGET OBJECT CLASS, JOB CLASS, AND FUND SOURCE. IDENTIFY ONE-TIME COSTS.**

| Budget Object Class/Job Class | Dept Req<br>GR<br>DOLLARS | Dept Req<br>GR<br>FTE | Dept Req<br>FED<br>DOLLARS | Dept Req<br>FED<br>FTE | Dept Req<br>OTHER<br>DOLLARS | Dept Req<br>OTHER<br>FTE | Dept Req<br>TOTAL<br>DOLLARS | Dept Req<br>TOTAL<br>FTE | Dept Req<br>One-Time<br>DOLLARS | Dept Req<br>E |
|-------------------------------|---------------------------|-----------------------|----------------------------|------------------------|------------------------------|--------------------------|------------------------------|--------------------------|---------------------------------|---------------|
|                               |                           |                       |                            |                        |                              |                          |                              |                          | 0                               |               |
| Total PS                      | 0                         | 0.0                   | 0                          | 0.0                    | 0                            | 0.0                      | 0                            | 0.0                      | 0.0                             | 0             |
|                               |                           |                       |                            |                        |                              |                          |                              |                          | 0.0                             |               |
| Total EE                      | 0                         | 0                     | 0                          | 0                      | 0                            | 0                        | 0                            | 0                        | 0                               | 0             |
| Program Distributions         |                           |                       |                            |                        |                              |                          |                              |                          | 0                               |               |
| Total PSD                     | 0                         | 0                     | 0                          | 0                      | 0                            | 0                        | 0                            | 0                        | 0                               | 0             |
| Transfers                     |                           |                       |                            |                        |                              |                          |                              |                          |                                 |               |
| Total TRF                     | 0                         | 0                     | 0                          | 0                      | 0                            | 0                        | 0                            | 0                        | 0                               | 0             |
| <b>Grand Total</b>            | <b>0</b>                  | <b>0.0</b>            | <b>0</b>                   | <b>0.0</b>             | <b>0</b>                     | <b>0.0</b>               | <b>0</b>                     | <b>0.0</b>               | <b>0</b>                        | <b>0</b>      |

## NEW DECISION ITEM

RANK: \_\_\_\_\_ OF \_\_\_\_\_

| <b>Department:</b> Economic Development             | <b>Budget Unit</b>       |                      | 42070C & 42071C           |                       |                             |                         |                             |                         |
|---|--------------------------|----------------------|---------------------------|-----------------------|-----------------------------|-------------------------|-----------------------------|-------------------------|
| <b>Division:</b> Business and Community Services    |                          |                      |                           |                       |                             |                         |                             |                         |
| <b>DI Name:</b> Jobs and Infrastructure Development | <b>DI#</b> 1419007       |                      | <b>HB Section</b> _____   |                       |                             |                         |                             |                         |
| Budget Object Class/Job Class                       | Gov Rec<br>GR<br>DOLLARS | Gov Rec<br>GR<br>FTE | Gov Rec<br>FED<br>DOLLARS | Gov Rec<br>FED<br>FTE | Gov Rec<br>OTHER<br>DOLLARS | Gov Rec<br>OTHER<br>FTE | Gov Rec<br>TOTAL<br>DOLLARS | Gov Rec<br>TOTAL<br>FTE |
| Total PS  | 0                        | 0.0                  | 0                         | 0.0                   | 0                           | 0.0                     | 0                           | 0.0                     |
| Total EE  | 0                        | 0                    | 0                         | 0                     | 0                           | 0                       | 0                           | 0                       |
| Program Distributions                               | 0                        | 0                    | 25,000,000                | 25,000,000            | 25,000,000                  | 0                       | 25,000,000                  | 0                       |
| Total PSD   | 0                        | 0                    | 25,000,000                | 25,000,000            | 25,000,000                  | 0                       | 25,000,000                  | 0                       |
| Transfers   | 25,000,000               | 0                    | 0                         | 0                     | 25,000,000                  | 0                       | 25,000,000                  | 0                       |
| Total TRF   | 25,000,000               | 0                    | 0                         | 0                     | 25,000,000                  | 0                       | 25,000,000                  | 0                       |
| <b>Grand Total</b>                                  | <b>25,000,000</b>        | <b>0.0</b>           | <b>0</b>                  | <b>0.0</b>            | <b>25,000,000</b>           | <b>0.0</b>              | <b>50,000,000</b>           | <b>0.0</b>              |

**NEW DECISION ITEM**  
RANK: \_\_\_\_\_ OF \_\_\_\_\_

**Department:** Economic Development

**Budget Unit** 42070C & 42071C

**Division:** Business and Community Services

**DI Name:** Jobs and Infrastructure Development

DI# 1419007

**HB Section** \_\_\_\_\_

**6. PERFORMANCE MEASURES** (If new decision item has an associated core, separately identify projected performance with & without additional funding.)

**6a. Provide an effectiveness measure.**

This is a new initiative; therefore, performance measures will be developed.

**6b. Provide an efficiency measure.**

This is a new initiative; therefore, performance measures will be developed.

**6c. Provide the number of clients/individuals served, if applicable.**

This is a new initiative; therefore, performance measures will be developed.

**6d. Provide a customer satisfaction measure, if available.**

This is a new initiative; therefore, performance measures will be developed.

**7. STRATEGIES TO ACHIEVE THE PERFORMANCE MEASUREMENT TARGETS:**

This is a new initiative; therefore, performance measures will be developed.

**DEPARTMENT OF ECONOMIC DEVELOPMENT**
**DECISION ITEM DETAIL**

| Budget Unit                            | FY 2017<br>ACTUAL<br>DOLLAR | FY 2017<br>ACTUAL<br>FTE | FY 2018<br>BUDGET<br>DOLLAR | FY 2018<br>BUDGET<br>FTE | FY 2019<br>DEPT REQ<br>DOLLAR | FY 2019<br>DEPT REQ<br>FTE | FY 2019<br>GOV REC<br>DOLLAR | FY 2019<br>GOV REC<br>FTE |
|--|-----------------------------|--------------------------|-----------------------------|--------------------------|-------------------------------|----------------------------|------------------------------|---------------------------|
| <b>JOB'S AND INFRASTRUCTR TRANSFER</b> |                             |                          |                             |                          |                               |                            |                              |                           |
| Jobs and Infrastructure Devl - 1419007 |                             |                          |                             |                          |                               |                            |                              |                           |
| TRANSFERS OUT                          | 0                           | 0.00                     | 0                           | 0.00                     | 0                             | 0.00                       | 25,000,000                   | 0.00                      |
| TOTAL - TRF                            | 0                           | 0.00                     | 0                           | 0.00                     | 0                             | 0.00                       | 25,000,000                   | 0.00                      |
| <b>GRAND TOTAL</b>                     | <b>\$0</b>                  | <b>0.00</b>              | <b>\$0</b>                  | <b>0.00</b>              | <b>\$0</b>                    | <b>0.00</b>                | <b>\$25,000,000</b>          | <b>0.00</b>               |
| GENERAL REVENUE                        | \$0                         | 0.00                     | \$0                         | 0.00                     | \$0                           | 0.00                       | \$25,000,000                 | 0.00                      |
| FEDERAL FUNDS                          | \$0                         | 0.00                     | \$0                         | 0.00                     | \$0                           | 0.00                       | \$0                          | 0.00                      |
| OTHER FUNDS                            | \$0                         | 0.00                     | \$0                         | 0.00                     | \$0                           | 0.00                       | \$0                          | 0.00                      |

### CORE DECISION ITEM

**Department:** Economic Development  
**Division:** Business and Community Services  
**Core:** BRAC Analysis

Budget Unit 42075C

#### 1. CORE FINANCIAL SUMMARY

|              | FY 2019 Budget Request |          |          |          |
|--------------|------------------------|----------|----------|----------|
|              | GR                     | Federal  | Other    | Total    |
| PS           | 0                      | 0        | 0        | 0        |
| EE           | 0                      | 0        | 0        | 0        |
| PSD          | 0                      | 0        | 0        | 0        |
| TRF          | 0                      | 0        | 0        | 0        |
| <b>Total</b> | <b>0</b>               | <b>0</b> | <b>0</b> | <b>0</b> |

|     |      |      |      |      |
|-----|------|------|------|------|
| FTE | 0.00 | 0.00 | 0.00 | 0.00 |
|-----|------|------|------|------|

|                    |   |   |   |   |
|--------------------|---|---|---|---|
| <b>Est. Fringe</b> | 0 | 0 | 0 | 0 |
|--------------------|---|---|---|---|

Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

|              | FY 2019 Governor's Recommendation |          |          |          |
|--------------|-----------------------------------|----------|----------|----------|
|              | GR                                | Federal  | Other    | Total    |
| PS           | 0                                 | 0        | 0        | 0        |
| EE           | 0                                 | 0        | 0        | 0        |
| PSD          | 0                                 | 0        | 0        | 0        |
| TRF          | 0                                 | 0        | 0        | 0        |
| <b>Total</b> | <b>0</b>                          | <b>0</b> | <b>0</b> | <b>0</b> |

|     |      |      |      |      |
|-----|------|------|------|------|
| FTE | 0.00 | 0.00 | 0.00 | 0.00 |
|-----|------|------|------|------|

|                    |   |   |   |   |
|--------------------|---|---|---|---|
| <b>Est. Fringe</b> | 0 | 0 | 0 | 0 |
|--------------------|---|---|---|---|

Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

Other Funds:

Other Funds:

#### 2. CORE DESCRIPTION

Combined with Military Advocate budget for FY 2018.

The purpose of the BRAC appropriation is to implement strategies identified in the analysis of the impact of Missouri's military bases on the nation's military readiness and the state's economy in order to best position the state to retain its existing military operations and secure additional missions as they may become available. This was in response to a January 2012 announcement that Congress would seek future BRAC (Base Re-alignment and Closure) authorizations.

#### 3. PROGRAM LISTING (list programs included in this core funding)

BRAC Analysis

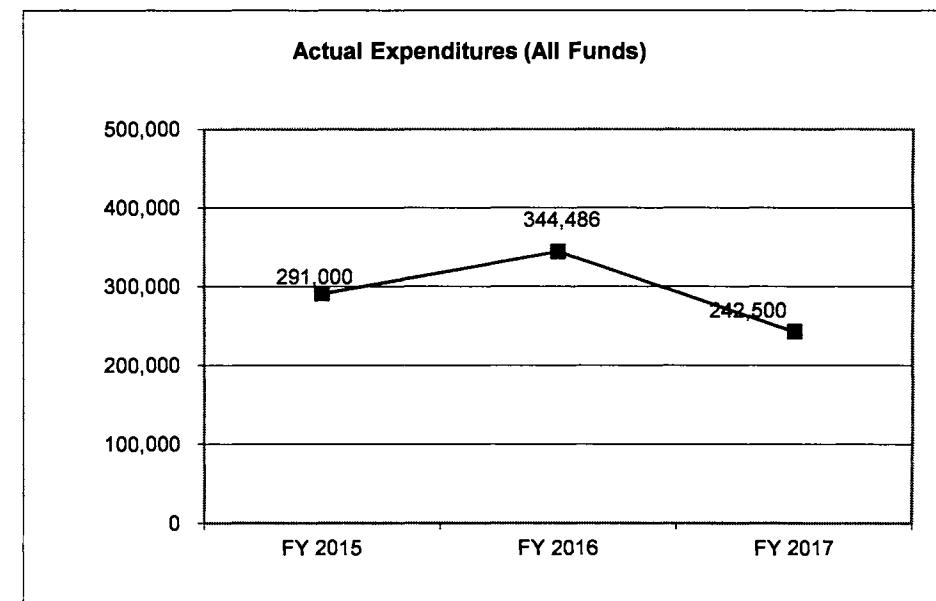
## CORE DECISION ITEM

**Department:** Economic Development  
**Division:** Business and Community Services  
**Core:** BRAC Analysis

Budget Unit 42075C

### 4. FINANCIAL HISTORY

|                                 | FY 2015<br>Actual | FY 2016<br>Actual | FY 2017<br>Actual | FY 2018<br>Current Yr. |
|---------------------------------|-------------------|-------------------|-------------------|------------------------|
| Appropriation (All Funds)       | 300,000           | 400,000           | 250,000           | 0                      |
| Less Reverted (All Funds)       | (9,000)           | (12,000)          | (7,500)           | 0                      |
| Less Restricted (All Funds)*    | 0                 | 0                 | 0                 | 0                      |
| Budget Authority (All Funds)    | 291,000           | 388,000           | 242,500           | 0                      |
| Actual Expenditures (All Funds) | 291,000           | 344,486           | 242,500           | N/A                    |
| Unexpended (All Funds)          | 0                 | 43,514            | 0                 | N/A                    |
| Unexpended, by Fund:            |                   |                   |                   |                        |
| General Revenue                 | 0                 | 43,514            | 0                 | N/A                    |
| Federal                         | 0                 | 0                 | 0                 | N/A                    |
| Other                           | 0                 | 0                 | 0                 | N/A                    |



\*Restricted amount is as of: \_\_\_\_\_

Reverted includes Governor's standard 3 percent reserve (when applicable).

Restricted includes any extraordinary expenditure restrictions (when applicable).

### NOTES:

**DEPARTMENT OF ECONOMIC DEVELOPMENT**
**DECISION ITEM SUMMARY**
**Budget Unit**
**Decision Item**
**Budget Object Summary**
**Fund**
**FY 2017**
**ACTUAL  
DOLLAR**
**FY 2017**
**ACTUAL  
FTE**
**FY 2018**
**BUDGET  
DOLLAR**
**FY 2018**
**BUDGET  
FTE**
**FY 2019**
**DEPT REQ  
DOLLAR**
**FY 2019**
**DEPT REQ  
FTE**
**FY 2019**
**GOV REC  
DOLLAR**
**FY 2019**
**GOV REC  
FTE**
**BRAC ANALYSIS**
**CORE**
**PROGRAM-SPECIFIC**
**GENERAL REVENUE**
**TOTAL - PD**
**TOTAL**
**242,500**
**242,500**
**242,500**
**0.00**
**0.00**
**0.00**
**0**
**0.00**
**0.00**
**0**
**0.00**
**0.00**
**0**
**0.00**
**0.00**
**0**
**0.00**
**0.00**
**0**
**0.00**
**0.00**
**GRAND TOTAL**
**\$242,500**
**0.00**
**\$0**
**0.00**
**\$0**
**0.00**
**\$0**
**0.00**
**\$0**
**0.00**
**\$0**
**0.00**

**DEPARTMENT OF ECONOMIC DEVELOPMENT**
**DECISION ITEM DETAIL**

| Budget Unit           | FY 2017<br>ACTUAL<br>DOLLAR | FY 2017<br>ACTUAL<br>FTE | FY 2018<br>BUDGET<br>DOLLAR | FY 2018<br>BUDGET<br>FTE | FY 2019<br>DEPT REQ<br>DOLLAR | FY 2019<br>DEPT REQ<br>FTE | FY 2019<br>GOV REC<br>DOLLAR | FY 2019<br>GOV REC<br>FTE |
|-----------------------|-----------------------------|--------------------------|-----------------------------|--------------------------|-------------------------------|----------------------------|------------------------------|---------------------------|
| <b>BRAC ANALYSIS</b>  |                             |                          |                             |                          |                               |                            |                              |                           |
| <b>CORE</b>           |                             |                          |                             |                          |                               |                            |                              |                           |
| PROGRAM DISTRIBUTIONS | 242,500                     | 0.00                     | 0                           | 0.00                     | 0                             | 0.00                       | 0                            | 0.00                      |
| TOTAL - PD            | 242,500                     | 0.00                     | 0                           | 0.00                     | 0                             | 0.00                       | 0                            | 0.00                      |
| <b>GRAND TOTAL</b>    | <b>\$242,500</b>            | <b>0.00</b>              | <b>\$0</b>                  | <b>0.00</b>              | <b>\$0</b>                    | <b>0.00</b>                | <b>\$0</b>                   | <b>0.00</b>               |
| GENERAL REVENUE       | \$242,500                   | 0.00                     | \$0                         | 0.00                     | \$0                           | 0.00                       |                              | 0.00                      |
| FEDERAL FUNDS         | \$0                         | 0.00                     | \$0                         | 0.00                     | \$0                           | 0.00                       |                              | 0.00                      |
| OTHER FUNDS           | \$0                         | 0.00                     | \$0                         | 0.00                     | \$0                           | 0.00                       |                              | 0.00                      |

## PROGRAM DESCRIPTION

**Department:** Economic Development

**Program Name:** BRAC Analysis

**Program is found in the following core budget(s):** BRAC Analysis

**1a. What strategic priority does this program address?**

Funding transferred to the Office of the Military Advocate Core.

**1b. What does this program do?**

The purpose of the BRAC appropriation is to implement strategies identified in the analysis of the impact of Missouri's military bases on the nation's military readiness and the state's economy in order to best position the state to retain its existing military operations and secure additional missions as they may become available. This was in response to a January 2012 announcement that Congress would seek future BRAC (Base Re-alignment and Closure) authorizations.

**2. What is the authorization for this program, i.e., federal or state statute, etc.? (Include the federal program number, if applicable.)**

N/A

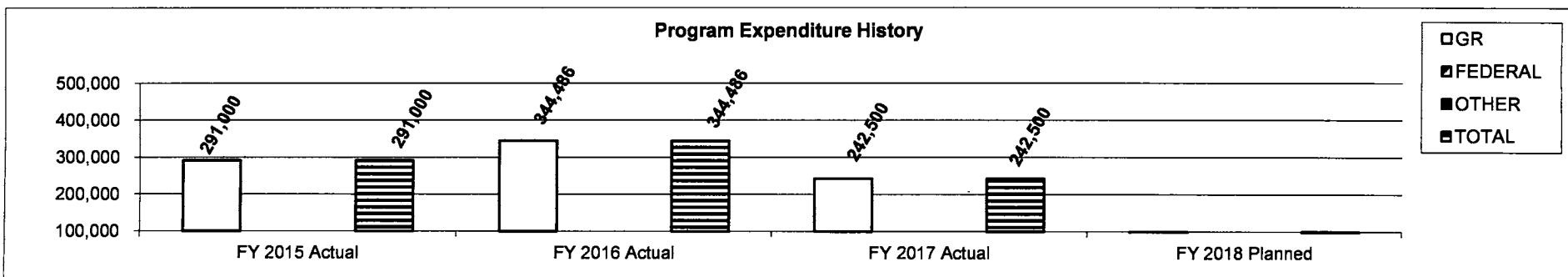
**3. Are there federal matching requirements? If yes, please explain.**

No.

**4. Is this a federally mandated program? If yes, please explain.**

No.

**5. Provide actual expenditures for the prior three fiscal years and planned expenditures for the current fiscal year.**



Note: BRAC funding transferred to Military Advocate Core with FY18 budget.

**6. What are the sources of the "Other" funds?**

## **PROGRAM DESCRIPTION**

**Department: Economic Development**

**Program Name: BRAC Analysis**

**Program is found in the following core budget(s): BRAC Analysis**

**7a. Provide an effectiveness measure.**

Funding transferred to the Office of Military Advocate Core.

**7b. Provide an efficiency measure.**

Funding transferred to the Office of Military Advocate Core.

**7c. Provide the number of clients/individuals served, if applicable.**

Funding transferred to the Office of Military Advocate Core.

**7d. Provide a customer satisfaction measure, if available.**

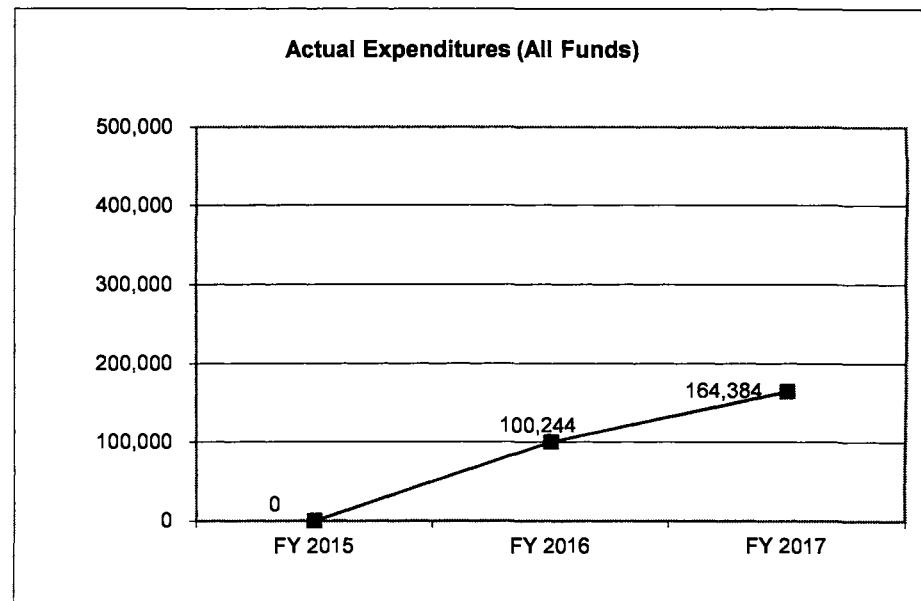
Funding transferred to the Office of Military Advocate Core.

## CORE DECISION ITEM

| <b>Department:</b> Economic Development   | <b>Budget Unit</b> 42076C   |             |             |                |       |       |    |         |   |   |         |    |        |   |   |        |     |         |   |   |         |     |   |   |   |   |              |                |          |          |                |            |             |             |             |             |                    |               |          |          |               |  |
|---|---|-------------|-------------|----------------|-------|-------|----|---------|---|---|---------|----|--------|---|---|--------|-----|---------|---|---|---------|-----|---|---|---|---|--------------|----------------|----------|----------|----------------|------------|-------------|-------------|-------------|-------------|--------------------|---------------|----------|----------|---------------|--|
| <b>Division:</b> Business and Community Services  |   |             |             |                |       |       |    |         |   |   |         |    |        |   |   |        |     |         |   |   |         |     |   |   |   |   |              |                |          |          |                |            |             |             |             |             |                    |               |          |          |               |  |
| <b>Core:</b> Office of the Military Advocate  |   |             |             |                |       |       |    |         |   |   |         |    |        |   |   |        |     |         |   |   |         |     |   |   |   |   |              |                |          |          |                |            |             |             |             |             |                    |               |          |          |               |  |
| <b>1. CORE FINANCIAL SUMMARY</b>  |   |             |             |                |       |       |    |         |   |   |         |    |        |   |   |        |     |         |   |   |         |     |   |   |   |   |              |                |          |          |                |            |             |             |             |             |                    |               |          |          |               |  |
|   | <b>FY 2019 Budget Request</b><br><table style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th></th> <th>GR</th> <th>Federal</th> <th>Other</th> <th>Total</th> </tr> </thead> <tbody> <tr> <td>PS</td> <td>161,880</td> <td>0</td> <td>0</td> <td>161,880</td> </tr> <tr> <td>EE</td> <td>50,000</td> <td>0</td> <td>0</td> <td>50,000</td> </tr> <tr> <td>PSD</td> <td>390,120</td> <td>0</td> <td>0</td> <td>390,120</td> </tr> <tr> <td>TRF</td> <td>0</td> <td>0</td> <td>0</td> <td>0</td> </tr> <tr> <td><b>Total</b></td> <td><b>602,000</b></td> <td><b>0</b></td> <td><b>0</b></td> <td><b>602,000</b></td> </tr> </tbody> </table><br><table style="width: 100%; border-collapse: collapse;"> <tr> <td><b>FTE</b></td> <td style="text-align: center;"><b>1.50</b></td> <td style="text-align: center;"><b>0.00</b></td> <td style="text-align: center;"><b>0.00</b></td> <td style="text-align: center;"><b>1.50</b></td> </tr> </table><br><table style="width: 100%; border-collapse: collapse;"> <tr> <td><b>Est. Fringe</b></td> <td style="text-align: center;"><b>63,540</b></td> <td style="text-align: center;"><b>0</b></td> <td style="text-align: center;"><b>0</b></td> <td style="text-align: center;"><b>63,540</b></td> </tr> </table> <p><i>Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.</i></p>            |             | GR          | Federal        | Other | Total | PS | 161,880 | 0 | 0 | 161,880 | EE | 50,000 | 0 | 0 | 50,000 | PSD | 390,120 | 0 | 0 | 390,120 | TRF | 0 | 0 | 0 | 0 | <b>Total</b> | <b>602,000</b> | <b>0</b> | <b>0</b> | <b>602,000</b> | <b>FTE</b> | <b>1.50</b> | <b>0.00</b> | <b>0.00</b> | <b>1.50</b> | <b>Est. Fringe</b> | <b>63,540</b> | <b>0</b> | <b>0</b> | <b>63,540</b> |  |
|   | GR  | Federal     | Other       | Total          |       |       |    |         |   |   |         |    |        |   |   |        |     |         |   |   |         |     |   |   |   |   |              |                |          |          |                |            |             |             |             |             |                    |               |          |          |               |  |
| PS  | 161,880   | 0           | 0           | 161,880        |       |       |    |         |   |   |         |    |        |   |   |        |     |         |   |   |         |     |   |   |   |   |              |                |          |          |                |            |             |             |             |             |                    |               |          |          |               |  |
| EE  | 50,000  | 0           | 0           | 50,000         |       |       |    |         |   |   |         |    |        |   |   |        |     |         |   |   |         |     |   |   |   |   |              |                |          |          |                |            |             |             |             |             |                    |               |          |          |               |  |
| PSD   | 390,120   | 0           | 0           | 390,120        |       |       |    |         |   |   |         |    |        |   |   |        |     |         |   |   |         |     |   |   |   |   |              |                |          |          |                |            |             |             |             |             |                    |               |          |          |               |  |
| TRF   | 0   | 0           | 0           | 0              |       |       |    |         |   |   |         |    |        |   |   |        |     |         |   |   |         |     |   |   |   |   |              |                |          |          |                |            |             |             |             |             |                    |               |          |          |               |  |
| <b>Total</b>  | <b>602,000</b>  | <b>0</b>    | <b>0</b>    | <b>602,000</b> |       |       |    |         |   |   |         |    |        |   |   |        |     |         |   |   |         |     |   |   |   |   |              |                |          |          |                |            |             |             |             |             |                    |               |          |          |               |  |
| <b>FTE</b>  | <b>1.50</b>   | <b>0.00</b> | <b>0.00</b> | <b>1.50</b>    |       |       |    |         |   |   |         |    |        |   |   |        |     |         |   |   |         |     |   |   |   |   |              |                |          |          |                |            |             |             |             |             |                    |               |          |          |               |  |
| <b>Est. Fringe</b>  | <b>63,540</b>   | <b>0</b>    | <b>0</b>    | <b>63,540</b>  |       |       |    |         |   |   |         |    |        |   |   |        |     |         |   |   |         |     |   |   |   |   |              |                |          |          |                |            |             |             |             |             |                    |               |          |          |               |  |
|   | <b>FY 2019 Governor's Recommendation</b><br><table style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th></th> <th>GR</th> <th>Federal</th> <th>Other</th> <th>Total</th> </tr> </thead> <tbody> <tr> <td>PS</td> <td>126,190</td> <td>0</td> <td>0</td> <td>126,190</td> </tr> <tr> <td>EE</td> <td>50,000</td> <td>0</td> <td>0</td> <td>50,000</td> </tr> <tr> <td>PSD</td> <td>353,000</td> <td>0</td> <td>0</td> <td>353,000</td> </tr> <tr> <td>TRF</td> <td>0</td> <td>0</td> <td>0</td> <td>0</td> </tr> <tr> <td><b>Total</b></td> <td><b>529,190</b></td> <td><b>0</b></td> <td><b>0</b></td> <td><b>529,190</b></td> </tr> </tbody> </table><br><table style="width: 100%; border-collapse: collapse;"> <tr> <td><b>FTE</b></td> <td style="text-align: center;"><b>1.00</b></td> <td style="text-align: center;"><b>0.00</b></td> <td style="text-align: center;"><b>0.00</b></td> <td style="text-align: center;"><b>1.00</b></td> </tr> </table><br><table style="width: 100%; border-collapse: collapse;"> <tr> <td><b>Est. Fringe</b></td> <td style="text-align: center;"><b>47,786</b></td> <td style="text-align: center;"><b>0</b></td> <td style="text-align: center;"><b>0</b></td> <td style="text-align: center;"><b>47,786</b></td> </tr> </table> <p><i>Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.</i></p> |             | GR          | Federal        | Other | Total | PS | 126,190 | 0 | 0 | 126,190 | EE | 50,000 | 0 | 0 | 50,000 | PSD | 353,000 | 0 | 0 | 353,000 | TRF | 0 | 0 | 0 | 0 | <b>Total</b> | <b>529,190</b> | <b>0</b> | <b>0</b> | <b>529,190</b> | <b>FTE</b> | <b>1.00</b> | <b>0.00</b> | <b>0.00</b> | <b>1.00</b> | <b>Est. Fringe</b> | <b>47,786</b> | <b>0</b> | <b>0</b> | <b>47,786</b> |  |
|   | GR  | Federal     | Other       | Total          |       |       |    |         |   |   |         |    |        |   |   |        |     |         |   |   |         |     |   |   |   |   |              |                |          |          |                |            |             |             |             |             |                    |               |          |          |               |  |
| PS  | 126,190   | 0           | 0           | 126,190        |       |       |    |         |   |   |         |    |        |   |   |        |     |         |   |   |         |     |   |   |   |   |              |                |          |          |                |            |             |             |             |             |                    |               |          |          |               |  |
| EE  | 50,000  | 0           | 0           | 50,000         |       |       |    |         |   |   |         |    |        |   |   |        |     |         |   |   |         |     |   |   |   |   |              |                |          |          |                |            |             |             |             |             |                    |               |          |          |               |  |
| PSD   | 353,000   | 0           | 0           | 353,000        |       |       |    |         |   |   |         |    |        |   |   |        |     |         |   |   |         |     |   |   |   |   |              |                |          |          |                |            |             |             |             |             |                    |               |          |          |               |  |
| TRF   | 0   | 0           | 0           | 0              |       |       |    |         |   |   |         |    |        |   |   |        |     |         |   |   |         |     |   |   |   |   |              |                |          |          |                |            |             |             |             |             |                    |               |          |          |               |  |
| <b>Total</b>  | <b>529,190</b>  | <b>0</b>    | <b>0</b>    | <b>529,190</b> |       |       |    |         |   |   |         |    |        |   |   |        |     |         |   |   |         |     |   |   |   |   |              |                |          |          |                |            |             |             |             |             |                    |               |          |          |               |  |
| <b>FTE</b>  | <b>1.00</b>   | <b>0.00</b> | <b>0.00</b> | <b>1.00</b>    |       |       |    |         |   |   |         |    |        |   |   |        |     |         |   |   |         |     |   |   |   |   |              |                |          |          |                |            |             |             |             |             |                    |               |          |          |               |  |
| <b>Est. Fringe</b>  | <b>47,786</b>   | <b>0</b>    | <b>0</b>    | <b>47,786</b>  |       |       |    |         |   |   |         |    |        |   |   |        |     |         |   |   |         |     |   |   |   |   |              |                |          |          |                |            |             |             |             |             |                    |               |          |          |               |  |
| Other Funds:  | Other Funds:  |             |             |                |       |       |    |         |   |   |         |    |        |   |   |        |     |         |   |   |         |     |   |   |   |   |              |                |          |          |                |            |             |             |             |             |                    |               |          |          |               |  |
| <b>2. CORE DESCRIPTION</b>  |   |             |             |                |       |       |    |         |   |   |         |    |        |   |   |        |     |         |   |   |         |     |   |   |   |   |              |                |          |          |                |            |             |             |             |             |                    |               |          |          |               |  |
| <p>The Office of the Military Advocate (including consultants working on behalf of the Military Advocate), and the Missouri Military Preparedness and Enhancement Commission, work in concert with governments and private sector stakeholders around the state and nation on strategies to achieve the following goals:</p> <ul style="list-style-type: none"> <li>• preserve and enhance the military installations, missions and agencies located in Missouri;</li> <li>• create a more supportive environment for military Service members and their families; and</li> <li>• support the retention and growth of Missouri's defense and national security businesses.</li> </ul> <p>A high priority of the program is to continue to work with Missouri's military bases and installations and defense agencies, and the Missouri communities in which they operate, to prepare for a Base Realignment and Closure (BRAC) process that is being debated in Congress. The work of the Military Advocate and its consultants, and the Military Preparedness and Enhancement Commission is guided by a biennial strategic plan.</p> |   |             |             |                |       |       |    |         |   |   |         |    |        |   |   |        |     |         |   |   |         |     |   |   |   |   |              |                |          |          |                |            |             |             |             |             |                    |               |          |          |               |  |
| <b>3. PROGRAM LISTING (list programs included in this core funding)</b>   |   |             |             |                |       |       |    |         |   |   |         |    |        |   |   |        |     |         |   |   |         |     |   |   |   |   |              |                |          |          |                |            |             |             |             |             |                    |               |          |          |               |  |
| Office of the Military Advocate.  |   |             |             |                |       |       |    |         |   |   |         |    |        |   |   |        |     |         |   |   |         |     |   |   |   |   |              |                |          |          |                |            |             |             |             |             |                    |               |          |          |               |  |

## CORE DECISION ITEM

| <b>Department:</b>  | <b>Economic Development</b>            |                           |                           | <b>Budget Unit</b>             | <b>42076C</b> |
|---|--|---------------------------|---------------------------|--------------------------------|---------------|
| <b>Division:</b>  | <b>Business and Community Services</b> |                           |                           |                                |               |
| <b>Core:</b>  | <b>Office of the Military Advocate</b> |                           |                           |                                |               |
| <b>4. FINANCIAL HISTORY</b>   |  |                           |                           |                                |               |
|   | <b>FY 2015<br/>Actual</b>              | <b>FY 2016<br/>Actual</b> | <b>FY 2017<br/>Actual</b> | <b>FY 2018<br/>Current Yr.</b> |               |
| Appropriation (All Funds)   | 0                                      | 200,000                   | 352,000                   | 602,000                        |               |
| Less Reverted (All Funds)   | 0                                      | (6,000)                   | (10,560)                  | (16,989)                       |               |
| Less Restricted (All Funds)*  | 0                                      | 0                         |                           | (100,690)                      |               |
| Budget Authority (All Funds)  | 0                                      | 194,000                   | 341,440                   | 484,321                        |               |
| Actual Expenditures (All Funds)   | 0                                      | 100,244                   | 164,384                   | N/A                            |               |
| Unexpended (All Funds)  | 0                                      | 93,756                    | 177,056                   | N/A                            |               |
| Unexpended, by Fund:  |  |                           |                           |                                |               |
| General Revenue   | 0                                      | 93,756                    | 177,056                   | N/A                            |               |
| Federal   | 0                                      | 0                         | 0                         | N/A                            |               |
| Other   | 0                                      | 0                         | 0                         | N/A                            |               |
| *Restricted amount is as of:  | 1/22/2018                              |                           |                           |                                |               |
| <p>Reverted includes Governor's standard 3 percent reserve (when applicable).<br/>         Restricted includes any extraordinary expenditure restrictions (when applicable).</p> <p><b>NOTES:</b></p> |  |                           |                           |                                |               |



## CORE RECONCILIATION DETAIL

### DEPARTMENT OF ECONOMIC DEVELOPMENT

#### MILITARY ADVOCATE

#### 5. CORE RECONCILIATION DETAIL

|   | Budget Class                | FTE         | GR             | Federal         | Other    | Total          | Explanation     |
|---|-----------------------------|-------------|----------------|-----------------|----------|----------------|-----------------|
| <b>TAFF AFTER VETOES</b>                      |                             |             |                |                 |          |                |                 |
|   | PS                          | 1.50        | 161,880        | 0               | 0        | 161,880        |                 |
|   | EE                          | 0.00        | 50,000         | 0               | 0        | 50,000         |                 |
|   | PD                          | 0.00        | 390,120        | 0               | 0        | 390,120        |                 |
|   | <b>Total</b>                | <b>1.50</b> | <b>602,000</b> | <b>0</b>        | <b>0</b> | <b>602,000</b> |                 |
| <b>DEPARTMENT CORE REQUEST</b>                |                             |             |                |                 |          |                |                 |
|   | PS                          | 1.50        | 161,880        | 0               | 0        | 161,880        |                 |
|   | EE                          | 0.00        | 50,000         | 0               | 0        | 50,000         |                 |
|   | PD                          | 0.00        | 390,120        | 0               | 0        | 390,120        |                 |
|   | <b>Total</b>                | <b>1.50</b> | <b>602,000</b> | <b>0</b>        | <b>0</b> | <b>602,000</b> |                 |
| <b>GOVERNOR'S ADDITIONAL CORE ADJUSTMENTS</b> |                             |             |                |                 |          |                |                 |
| Core Reduction                                | 1986 9400                   | PS          | (0.50)         | (35,690)        | 0        | 0              | (35,690)        |
| Core Reduction                                | 1986 9401                   | PD          | 0.00           | (37,120)        | 0        | 0              | (37,120)        |
|   | <b>NET GOVERNOR CHANGES</b> |             | <b>(0.50)</b>  | <b>(72,810)</b> | <b>0</b> | <b>0</b>       | <b>(72,810)</b> |
| <b>GOVERNOR'S RECOMMENDED CORE</b>            |                             |             |                |                 |          |                |                 |
|   | PS                          | 1.00        | 126,190        | 0               | 0        | 126,190        |                 |
|   | EE                          | 0.00        | 50,000         | 0               | 0        | 50,000         |                 |
|   | PD                          | 0.00        | 353,000        | 0               | 0        | 353,000        |                 |
|   | <b>Total</b>                | <b>1.00</b> | <b>529,190</b> | <b>0</b>        | <b>0</b> | <b>529,190</b> |                 |

**DEPARTMENT OF ECONOMIC DEVELOPMENT**
**DECISION ITEM SUMMARY**

| Budget Unit<br>Decision Item<br>Budget Object Summary<br>Fund | FY 2017<br>ACTUAL<br>DOLLAR | FY 2017<br>ACTUAL<br>FTE | FY 2018<br>BUDGET<br>DOLLAR | FY 2018<br>BUDGET<br>FTE | FY 2019<br>DEPT REQ<br>DOLLAR | FY 2019<br>DEPT REQ<br>FTE | FY 2019<br>GOV REC<br>DOLLAR | FY 2019<br>GOV REC<br>FTE |
|---|-----------------------------|--------------------------|-----------------------------|--------------------------|-------------------------------|----------------------------|------------------------------|---------------------------|
| <b>MILITARY ADVOCATE</b>                                      |                             |                          |                             |                          |                               |                            |                              |                           |
| CORE  |                             |                          |                             |                          |                               |                            |                              |                           |
| PERSONAL SERVICES   |                             |                          |                             |                          |                               |                            |                              |                           |
| GENERAL REVENUE   | 122,300                     | 1.00                     | 161,880                     | 1.50                     | 161,880                       | 1.50                       | 126,190                      | 1.00                      |
| TOTAL - PS  | 122,300                     | 1.00                     | 161,880                     | 1.50                     | 161,880                       | 1.50                       | 126,190                      | 1.00                      |
| EXPENSE & EQUIPMENT   |                             |                          |                             |                          |                               |                            |                              |                           |
| GENERAL REVENUE   | 34,718                      | 0.00                     | 50,000                      | 0.00                     | 50,000                        | 0.00                       | 50,000                       | 0.00                      |
| TOTAL - EE  | 34,718                      | 0.00                     | 50,000                      | 0.00                     | 50,000                        | 0.00                       | 50,000                       | 0.00                      |
| PROGRAM-SPECIFIC  |                             |                          |                             |                          |                               |                            |                              |                           |
| GENERAL REVENUE   | 7,366                       | 0.00                     | 390,120                     | 0.00                     | 390,120                       | 0.00                       | 353,000                      | 0.00                      |
| TOTAL - PD  | 7,366                       | 0.00                     | 390,120                     | 0.00                     | 390,120                       | 0.00                       | 353,000                      | 0.00                      |
| <b>TOTAL</b>  | <b>164,384</b>              | <b>1.00</b>              | <b>602,000</b>              | <b>1.50</b>              | <b>602,000</b>                | <b>1.50</b>                | <b>529,190</b>               | <b>1.00</b>               |
| <b>GRAND TOTAL</b>  | <b>\$164,384</b>            | <b>1.00</b>              | <b>\$602,000</b>            | <b>1.50</b>              | <b>\$602,000</b>              | <b>1.50</b>                | <b>\$529,190</b>             | <b>1.00</b>               |

## FLEXIBILITY REQUEST FORM

|  |  |
|--|--|
| <b>BUDGET UNIT NUMBER:</b> 42076C          | <b>DEPARTMENT:</b> Economic Development          |
| <b>BUDGET UNIT NAME:</b> Military Advocate |  |
| <b>HOUSE BILL SECTION:</b> 07.020          | <b>DIVISION:</b> Business and Community Services |

**1. Provide the amount by fund of personal service flexibility and the amount by fund of expense and equipment flexibility you are requesting in dollar and percentage terms and explain why the flexibility is needed. If flexibility is being requested among divisions, provide the amount by fund of flexibility you are requesting in dollar and percentage terms and explain why the flexibility is needed.**

### DEPARTMENT REQUEST

The department is requesting 25% flexibility between the Personal Service and Expense and Equipment appropriations for the Military Advocate Section. This flexibility is needed to ensure our ability to immediately address any identified operation modifications in order to provide the highest quality service to Missourians. Areas of need include special or emergency projects, training, travel, purchase supplies and other equipment to make the position more efficient.

General Revenue: Military Advocate PS (9400-0101) - \$161,880 \* 25% = \$40,470 and Military Advocate EE (9401-0101) - \$440,120 \* 25% = \$110,030

**2. Estimate how much flexibility will be used for the budget year. How much flexibility was used in the Prior Year Budget and the Current Year Budget? Please specify the amount.**

| PRIOR YEAR<br>ACTUAL AMOUNT OF FLEXIBILITY USED | CURRENT YEAR<br>ESTIMATED AMOUNT OF<br>FLEXIBILITY THAT WILL BE USED   | BUDGET REQUEST<br>ESTIMATED AMOUNT OF<br>FLEXIBILITY THAT WILL BE USED   |
|---|--|--|
| \$23,360  | Expenditures in PS and EE will differ annually based on needs to cover operational expenses, address emergency and changing situations, etc. | Expenditures in PS and EE will differ annually based on needs to cover operational expenses, address emergency and changing situations, etc. |

**3. Please explain how flexibility was used in the prior and/or current years.**

| PRIOR YEAR<br>EXPLAIN ACTUAL USE  | CURRENT YEAR<br>EXPLAIN PLANNED USE  |
|---|--|
| In FY 2017, the Military Advocate flexed \$23,360 from EE to PS in order to meet payroll. | In FY 2018, the Military Advocate was appropriated 25% flexibility between PS and EE appropriations. This flexibility will allow the department to respond to changing situations to continue to provide the best possible quality service to our customers. |

**DEPARTMENT OF ECONOMIC DEVELOPMENT**
**DECISION ITEM DETAIL**

| Budget Unit                   | FY 2017          | FY 2017     | FY 2018          | FY 2018     | FY 2019          | FY 2019     | FY 2019          | FY 2019     |
|-------------------------------|------------------|-------------|------------------|-------------|------------------|-------------|------------------|-------------|
| Decision Item                 | ACTUAL           | ACTUAL      | BUDGET           | BUDGET      | DEPT REQ         | DEPT REQ    | GOV REC          | GOV REC     |
| Budget Object Class           | DOLLAR           | FTE         | DOLLAR           | FTE         | DOLLAR           | FTE         | DOLLAR           | FTE         |
| <b>MILITARY ADVOCATE</b>      |                  |             |                  |             |                  |             |                  |             |
| <b>CORE</b>                   |                  |             |                  |             |                  |             |                  |             |
| DESIGNATED PRINCIPAL ASST DIV | 0                | 0.00        | 126,190          | 1.00        | 126,190          | 1.00        | 126,190          | 1.00        |
| SPECIAL ASST PROFESSIONAL     | 122,300          | 1.00        | 0                | 0.00        | 0                | 0.00        | 0                | 0.00        |
| OTHER                         | 0                | 0.00        | 35,690           | 0.50        | 35,690           | 0.50        | 0                | 0.00        |
| <b>TOTAL - PS</b>             | <b>122,300</b>   | <b>1.00</b> | <b>161,880</b>   | <b>1.50</b> | <b>161,880</b>   | <b>1.50</b> | <b>126,190</b>   | <b>1.00</b> |
| TRAVEL, IN-STATE              | 5,412            | 0.00        | 4,268            | 0.00        | 4,268            | 0.00        | 4,268            | 0.00        |
| TRAVEL, OUT-OF-STATE          | 9,431            | 0.00        | 8,536            | 0.00        | 8,536            | 0.00        | 8,536            | 0.00        |
| SUPPLIES                      | 6,518            | 0.00        | 33,151           | 0.00        | 33,151           | 0.00        | 33,151           | 0.00        |
| PROFESSIONAL DEVELOPMENT      | 5,236            | 0.00        | 41               | 0.00        | 41               | 0.00        | 41               | 0.00        |
| COMMUNICATION SERV & SUPP     | 1,898            | 0.00        | 3,679            | 0.00        | 3,679            | 0.00        | 3,679            | 0.00        |
| PROFESSIONAL SERVICES         | 710              | 0.00        | 20               | 0.00        | 20               | 0.00        | 20               | 0.00        |
| OTHER EQUIPMENT               | 5,513            | 0.00        | 224              | 0.00        | 224              | 0.00        | 224              | 0.00        |
| MISCELLANEOUS EXPENSES        | 0                | 0.00        | 81               | 0.00        | 81               | 0.00        | 81               | 0.00        |
| <b>TOTAL - EE</b>             | <b>34,718</b>    | <b>0.00</b> | <b>50,000</b>    | <b>0.00</b> | <b>50,000</b>    | <b>0.00</b> | <b>50,000</b>    | <b>0.00</b> |
| PROGRAM DISTRIBUTIONS         | 7,366            | 0.00        | 390,120          | 0.00        | 390,120          | 0.00        | 353,000          | 0.00        |
| <b>TOTAL - PD</b>             | <b>7,366</b>     | <b>0.00</b> | <b>390,120</b>   | <b>0.00</b> | <b>390,120</b>   | <b>0.00</b> | <b>353,000</b>   | <b>0.00</b> |
| <b>GRAND TOTAL</b>            | <b>\$164,384</b> | <b>1.00</b> | <b>\$602,000</b> | <b>1.50</b> | <b>\$602,000</b> | <b>1.50</b> | <b>\$529,190</b> | <b>1.00</b> |
| GENERAL REVENUE               | \$164,384        | 1.00        | \$602,000        | 1.50        | \$602,000        | 1.50        | \$529,190        | 1.00        |
| FEDERAL FUNDS                 | \$0              | 0.00        | \$0              | 0.00        | \$0              | 0.00        | \$0              | 0.00        |
| OTHER FUNDS                   | \$0              | 0.00        | \$0              | 0.00        | \$0              | 0.00        | \$0              | 0.00        |

## PROGRAM DESCRIPTION

**Department: Economic Development**

**Program Name: Office of the Military Advocate**

**Program is found in the following core budget(s): Office of the Military Advocate**

**1a. What strategic priority does this program address?**

Grow Missouri's Businesses

**1b. What does this program do?**

- The Military Advocate prepares and executes a biennial Military Strategic Plan that guides state actions to: (1) preserve and enhance the military installations, missions and agencies located in Missouri; (2) create a more supportive environment for military service members and their families; and (3) support the retention and growth of Missouri's defense and national security businesses.
- The Military Advocate works with community organizations and local governments, state government, members of Congress, military leaders, and others to prepare for a future Base Realignment and Closure (BRAC), and to maximize opportunities for new missions and growth.
- The Military Advocate serves as the Executive Director of the Missouri Military Preparedness and Enhancement Commission (MMPEC).

**2. What is the authorization for this program, i.e., federal or state statute, etc.? (Include the federal program number, if applicable.)**

Section 41.1012 RSMo (Office of Military Advocate) and Section 41.1010 RSMo (Missouri Military Preparedness and Enhancement Commission)

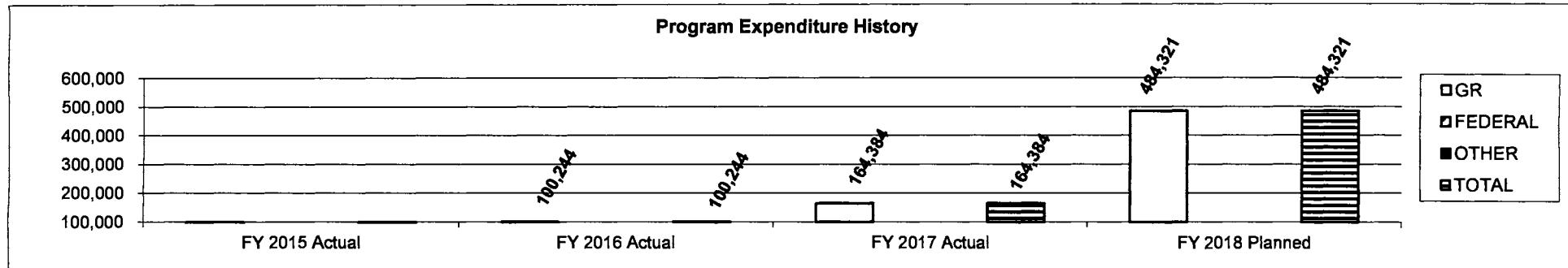
**3. Are there federal matching requirements? If yes, please explain.**

No.

**4. Is this a federally mandated program? If yes, please explain.**

No.

**5. Provide actual expenditures for the prior three fiscal years and planned expenditures for the current fiscal year.**



Note 1: Planned Expenditures for GR reflect 3% Governor's Reserve.

Note 2: Funding for the Office of Military Advocate and "BRAC Study" funding were combined into a Military Advocate Core with FY 18 budget.

**6. What are the sources of the "Other" funds?**

N/A

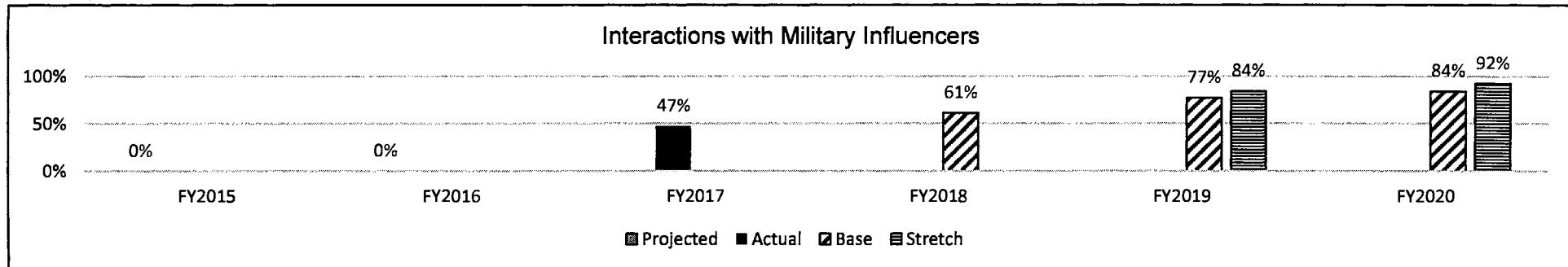
## PROGRAM DESCRIPTION

**Department: Economic Development**

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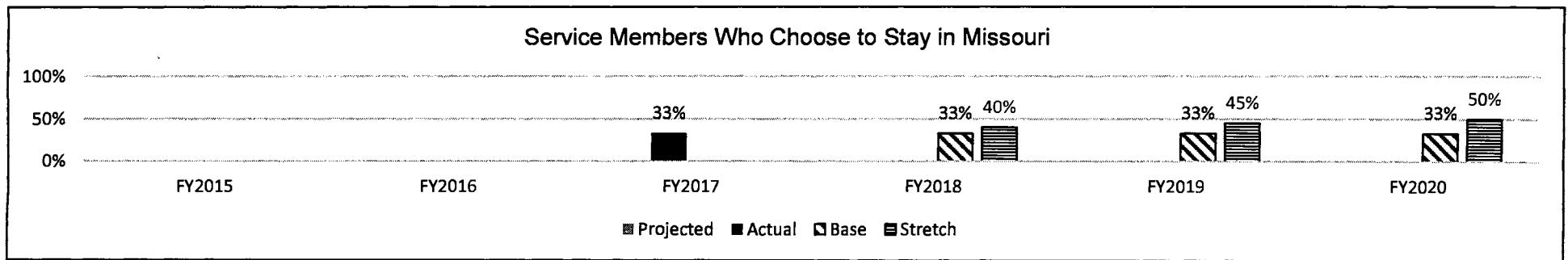
**7a. Provide an effectiveness measure.**



Note 1: Reflects the percentage of the identified key influencers with whom the Military Advocate and its consultants have in-person and telephone interactions regarding opportunities and threats related to Missouri military installations, agencies and missions. The contacts occur both inside and outside of Missouri. Does not include contacts by correspondence.

Note 2: The Office of Military Advocate and its consultants have identified 74 military and federal agency leaders, community/installation support organizations, Members of Congress, Professional Staff of Congressional Committees, and leaders of advocacy and education organizations who are key to influencing whether military installations, agencies and missions are retained or grow in Missouri.

Note 3: This is a new measure; therefore, Projected and Actual for FY15 and FY16 is not available.



Note 1: These percentage estimates are based on the number of those Service members with Missouri homes of record who left the military at locations anywhere in the world, plus the number of Service members who left the military at Whiteman AFB and Fort Leonard Wood.

Note 2: It is assumed that 33% of those who leave the service chose to relocate to or stay in Missouri in 2017. This is based on anecdotal information from Fort Leonard Wood and Whiteman AFB. Better sources of information will be developed to track these Service members who leave the military as to whether they are present in Missouri.

Note 3: This is a new measure; therefore, Projected and Actual for FY15 and FY16 is not available.

## PROGRAM DESCRIPTION

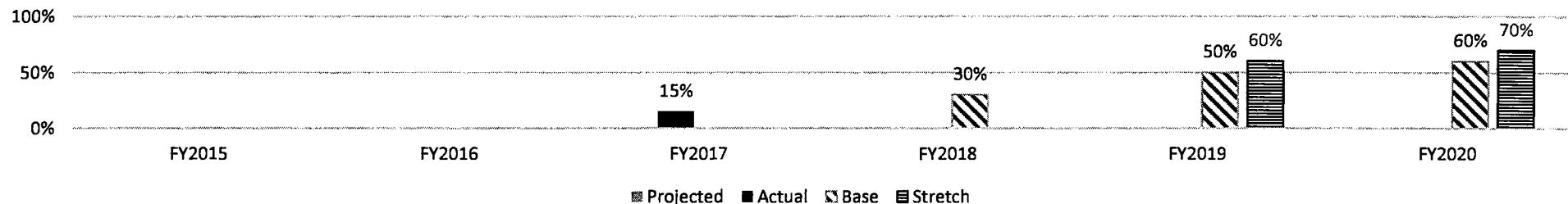
**Department: Economic Development**

**Program Name: Office of the Military Advocate**

**Program is found in the following core budget(s): Office of the Military Advocate**

**7a. Provide an effectiveness measure (continued).**

**Top Defense Companies Contacted**



Note 1: Reflects the percentage of top 40 Missouri defense companies where the Military Advocate and its consultants have had at least one quality interaction with key influencers. Key influencers are those company officials in leadership positions who can influence decisions regarding growth and expansion of defense business investments and/or jobs in Missouri. Multiple contacts with influencers will be made at some companies.

Note 2: Interactions with key influencers are in-person or by telephone and allow the Military Advocate and its consultants to promote understanding of Missouri's business climate, explore opportunities to receive new defense work, raise awareness of Missouri university-based R&D, and make connections to state-provide economic development and workforce services.

Note 3: Decisions of defense companies to continue to operate in Missouri or to expand their operations are based on many factors, including the availability of federal contracts.

**7b. Provide an efficiency measure.**

This measure is under development.

## PROGRAM DESCRIPTION

**Department: Economic Development**

**Program Name: Office of the Military Advocate**

**Program is found in the following core budget(s): Office of the Military Advocate**

**7c. Provide the number of clients/individuals served, if applicable.**

|   | FY2015    |        | FY2016    |        | FY2017    |        | FY2018    | FY2019    | FY2020    |
|---|-----------|--------|-----------|--------|-----------|--------|-----------|-----------|-----------|
|   | Projected | Actual | Projected | Actual | Projected | Actual | Projected | Projected | Projected |
| Interactions with key influencers who can impact Missouri military installations and agencies | N/A       | N/A    | N/A       | N/A    | N/A       | 35     | 45        | 57        | 62        |
| Contacts with separating Military Service members   | N/A       | N/A    | N/A       | N/A    | N/A       | 0      | 600       | 3,047     | 3,352     |
| Quality Interactions with Key Decision-makers at Missouri Defense businesses                  | N/A       | N/A    | N/A       | N/A    | N/A       | 8      | 12        | 20        | 24        |

Note 1: Measure 1 is calculated based on the number of in-person or telephone interactions with military and federal agency leaders, community/installation support organizations, Members of Congress, Professional Staff of Congressional Committees, and leaders of advocacy and education organizations who are key to influencing whether military installations, agencies and missions are retained or grow in Missouri,

Note 2: Measure 2 was calculated based on achieving contact with 21.6% of Service members in FY 2018 and 100% by FY 2019.

Note 3: Measure 3 was calculated based on the number in-person and telephone interactions with key leaders representing top 40 defense businesses located wholly or partially in Missouri. The contacts will occur both inside and outside of Missouri. Does not include contacts by correspondence.

Note 4: These are new measures; therefore, Projected and Actual for FY15, FY16 and Projected for FY17 is not available.

**7d. Provide a customer satisfaction measure, if available.**

1. Annual evaluation by members of the Missouri Military Preparedness and Enhancement Commission regarding their view of the job performance of the Military Advocate, as executive director, based on standard executive evaluation criteria, will be approved at the MMPEC June 5, 2018 meeting.
2. Annual customer satisfaction survey of the community-installation and agency-support organizations, that the Military Advocate works with, is under development.

## CORE DECISION ITEM

|   |                               |  |   |          |                    |          |          |          |          |
|---|-------------------------------|--|---|----------|--------------------|----------|----------|----------|----------|
| <b>Department:</b> Economic Development   | <b>Budget Unit</b>            | 42078C                                   |   |          |                    |          |          |          |          |
| <b>Division:</b> Business and Community Services  |                               |  |   |          |                    |          |          |          |          |
| <b>Core:</b> Small Business Development Centers Transfer  |                               |  |   |          |                    |          |          |          |          |
| <b>1. CORE FINANCIAL SUMMARY</b>  |                               |  |   |          |                    |          |          |          |          |
|   | <b>FY 2019 Budget Request</b> | <b>FY 2019 Governor's Recommendation</b> |   |          |                    |          |          |          |          |
|   | GR                            | Federal                                  | Other   | Total    | GR                 | Federal  | Other    | Total    |          |
| PS  | 0                             | 0  | 0   | 0        | PS                 | 0        | 0        | 0        | 0        |
| EE  | 0                             | 0  | 0   | 0        | EE                 | 0        | 0        | 0        | 0        |
| PSD   | 0                             | 0  | 0   | 0        | PSD                | 0        | 0        | 0        | 0        |
| TRF   | 0                             | 0  | 0   | 0        | TRF                | 0        | 0        | 0        | 0        |
| Total   | <b>0</b>                      | <b>0</b>                                 | <b>0</b>  | <b>0</b> | Total              | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> |
| FTE   | 0.00                          | 0.00                                     | 0.00  | 0.00     | FTE                | 0.00     | 0.00     | 0.00     | 0.00     |
| <i>Est. Fringe</i>  | 0                             | 0  | 0   | 0        | <i>Est. Fringe</i> | 0        | 0        | 0        | 0        |
| Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.   |                               |  | Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation. |          |                    |          |          |          |          |
| Other Funds:  |                               |  | Other Funds:  |          |                    |          |          |          |          |
| <b>2. CORE DESCRIPTION</b>  |                               |  |   |          |                    |          |          |          |          |
| Small Business Development Centers Transfer Fiscal Year 2017 - This core decision item will spend the remaining cash balance in the Missouri Small Business Development Center Fund. The moneys in the Missouri Small Business Development Centers Fund provided funding to the Missouri Federal and State Technology Partnership Program (MOFAST). MTC plans to spend the remaining funds on initiatives to support high tech entrepreneurship.    |                               |  |   |          |                    |          |          |          |          |
| Lewis and Clark Discovery Fund Transfer Fiscal Year 2016 - This core decision item will spend the remaining cash balance in the Lewis and Clark Discovery Fund. The moneys in the Lewis and Clark Discovery Fund provided funds to Missouri's colleges and universities for facility and infrastructure improvements in order to enhance the Missouri higher education system's position as a national leader in scientific research and education. |                               |  |   |          |                    |          |          |          |          |
| <b>3. PROGRAM LISTING (list programs included in this core funding)</b>   |                               |  |   |          |                    |          |          |          |          |
| N/A   |                               |  |   |          |                    |          |          |          |          |

## CORE DECISION ITEM

**Department:** Economic Development  
**Division:** Business and Community Services  
**Core:** Small Business Development Centers Transfer

Budget Unit 42078C

### 4. FINANCIAL HISTORY

|                                 | FY 2015<br>Actual | FY 2016<br>Actual | FY 2017<br>Actual | FY 2018<br>Current Yr. |
|---------------------------------|-------------------|-------------------|-------------------|------------------------|
| Appropriation (All Funds)       | 0                 | 15,000            | 100               | 0                      |
| Less Reverted (All Funds)       | 0                 | 0                 | 0                 | 0                      |
| Less Restricted (All Funds)*    | 0                 | 0                 | 0                 | 0                      |
| Budget Authority (All Funds)    | 0                 | 15,000            | 100               | 0                      |
| Actual Expenditures (All Funds) | 0                 | 12,541            | 2                 | 0                      |
| Unexpended (All Funds)          | 0                 | 2,459             | 98                | 0                      |
| Unexpended, by Fund:            |                   |                   |                   |                        |
| General Revenue                 | 0                 | 0                 | 0                 | 0                      |
| Federal                         | 0                 | 0                 | 0                 | 0                      |
| Other                           | 0                 | 2,459             | 98                | 0                      |
|                                 | (1)               | (2)               |                   |                        |

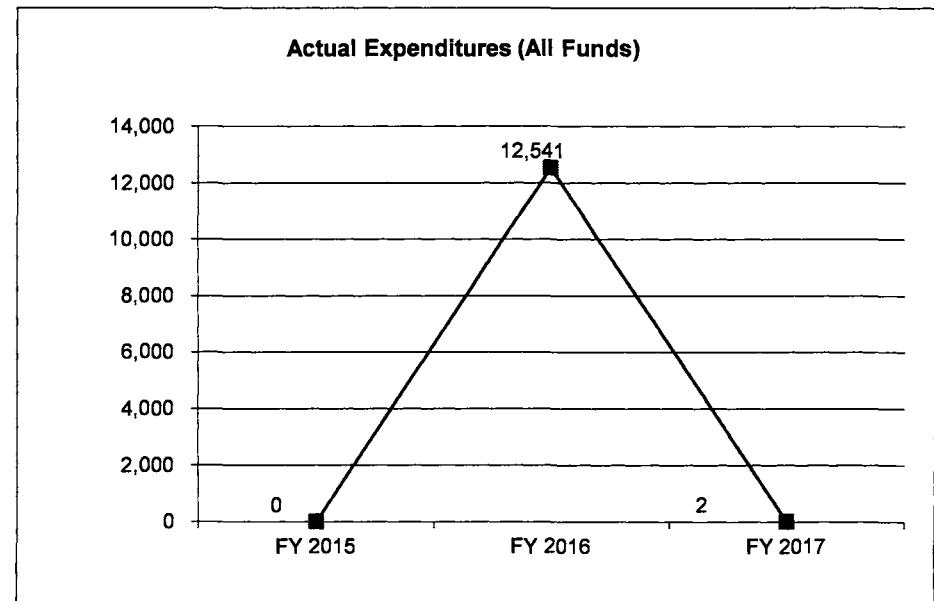
\*Restricted amount is as of: \_\_\_\_\_

Reverted includes Governor's standard 3 percent reserve (when applicable).

Restricted includes any extraordinary expenditure restriction (when applicable).

**NOTES:**

- (1) Remaining balance in the Lewis and Clark Discovery Fund expended in FY16
- (2) Remaining balance in the Missouri Small Business Development Centers Fund expended in FY17



**DEPARTMENT OF ECONOMIC DEVELOPMENT**
**DECISION ITEM SUMMARY**

| Budget Unit<br>Decision Item<br>Budget Object Summary<br>Fund | FY 2017<br>ACTUAL<br>DOLLAR | FY 2017<br>ACTUAL<br>FTE | FY 2018<br>BUDGET<br>DOLLAR | FY 2018<br>BUDGET<br>FTE | FY 2019<br>DEPT REQ<br>DOLLAR | FY 2019<br>DEPT REQ<br>FTE | FY 2019<br>GOV REC<br>DOLLAR | FY 2019<br>GOV REC<br>FTE |
|---|-----------------------------|--------------------------|-----------------------------|--------------------------|-------------------------------|----------------------------|------------------------------|---------------------------|
| <b>SMALL BUS DEV CENTERS TRANSFER</b>                         |                             |                          |                             |                          |                               |                            |                              |                           |
| <b>CORE</b>   |                             |                          |                             |                          |                               |                            |                              |                           |
| <b>FUND TRANSFERS</b>   |                             |                          |                             |                          |                               |                            |                              |                           |
| MO SMALL BUS DEVELOPMENT CTRS                                 | 2                           | 0.00                     | 0                           | 0.00                     | 0                             | 0.00                       | 0                            | 0.00                      |
| TOTAL - TRF   | 2                           | 0.00                     | 0                           | 0.00                     | 0                             | 0.00                       | 0                            | 0.00                      |
| <b>TOTAL</b>  | <b>2</b>                    | <b>0.00</b>              | <b>0</b>                    | <b>0.00</b>              | <b>0</b>                      | <b>0.00</b>                | <b>0</b>                     | <b>0.00</b>               |
| <b>GRAND TOTAL</b>  | <b>\$2</b>                  | <b>0.00</b>              | <b>\$0</b>                  | <b>0.00</b>              | <b>\$0</b>                    | <b>0.00</b>                | <b>\$0</b>                   | <b>0.00</b>               |

**DEPARTMENT OF ECONOMIC DEVELOPMENT**
**DECISION ITEM DETAIL**

| Budget Unit                           | FY 2017    | FY 2017     | FY 2018    | FY 2018     | FY 2019    | FY 2019     | FY 2019    | FY 2019     |
|---------------------------------------|------------|-------------|------------|-------------|------------|-------------|------------|-------------|
| Decision Item                         | ACTUAL     | ACTUAL      | BUDGET     | BUDGET      | DEPT REQ   | DEPT REQ    | GOV REC    | GOV REC     |
| Budget Object Class                   | DOLLAR     | FTE         | DOLLAR     | FTE         | DOLLAR     | FTE         | DOLLAR     | FTE         |
| <b>SMALL BUS DEV CENTERS TRANSFER</b> |            |             |            |             |            |             |            |             |
| <b>CORE</b>                           |            |             |            |             |            |             |            |             |
| TRANSFERS OUT                         | 2          | 0.00        | 0          | 0.00        | 0          | 0.00        | 0          | 0.00        |
| <b>TOTAL - TRF</b>                    | <b>2</b>   | <b>0.00</b> | <b>0</b>   | <b>0.00</b> | <b>0</b>   | <b>0.00</b> | <b>0</b>   | <b>0.00</b> |
| <b>GRAND TOTAL</b>                    | <b>\$2</b> | <b>0.00</b> | <b>\$0</b> | <b>0.00</b> | <b>\$0</b> | <b>0.00</b> | <b>\$0</b> | <b>0.00</b> |
| GENERAL REVENUE                       | \$0        | 0.00        | \$0        | 0.00        | \$0        | 0.00        |            | 0.00        |
| FEDERAL FUNDS                         | \$0        | 0.00        | \$0        | 0.00        | \$0        | 0.00        |            | 0.00        |
| OTHER FUNDS                           | \$2        | 0.00        | \$0        | 0.00        | \$0        | 0.00        |            | 0.00        |

## PROGRAM DESCRIPTION

**Department: Economic Development**

**Program Name: Small Business Development Centers Transfer**

**Program is found in the following core budget(s): Business and Community Services**

**1a. What strategic priority does this program address?**

Grow Missouri's Businesses

**1b. What does this program do?**

FY17: Small Business Development Centers Transfer - This core decision item will spend the remaining cash balance in the Missouri Small Business Development Center Fund. The moneys in the Missouri Small Business Development Centers Fund provided funding to the Missouri Federal and State Technology Partnership Program (MOFAST). MTC plans to spend the remaining funds on initiatives to support high tech entrepreneurship.

FY16: Lewis and Clark Discovery Fund Transfer - This core decision item will spend the remaining cash balance in the Lewis and Clark Discovery Fund. The moneys in the Lewis and Clark Discovery Fund provided funds to Missouri's colleges and universities for facility and infrastructure improvements in order to enhance the Missouri higher education system's position as a national leader in scientific research and education. MTC plans to spend the remaining funds on initiatives to support high tech entrepreneurship.

**2. What is the authorization for this program, i.e., federal or state statute, etc.? (Include the federal program number, if applicable.)**

Section 620.1001, RSMo for Small Business Development Fund and Section 173.392, RSMo for the Lewis and Clark Discovery Fund.

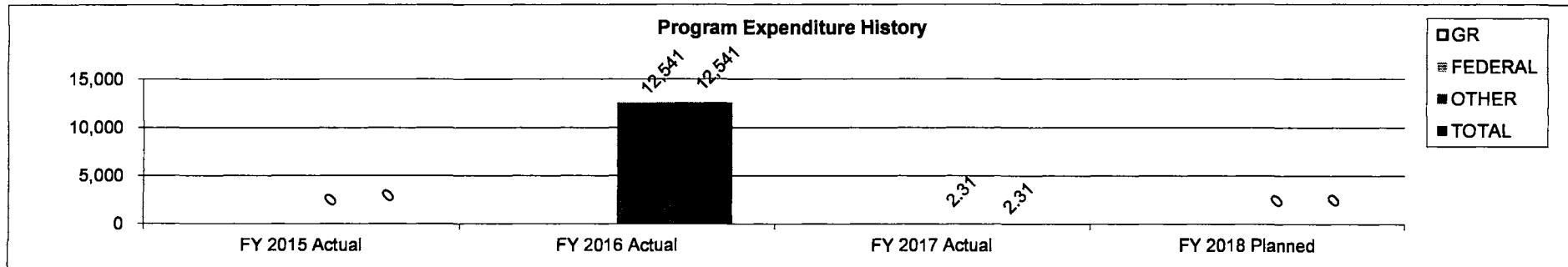
**3. Are there federal matching requirements? If yes, please explain.**

No.

**4. Is this a federally mandated program? If yes, please explain.**

No.

**5. Provide actual expenditures for the prior three fiscal years and planned expenditures for the current fiscal year.**



**6. What are the sources of the "Other" funds?**

FY17: Transfer fund balance from Small Business Development Centers Fund (0294) to Missouri Technology Investment Fund (0172).

FY16: Transfer fund balance from Lewis and Clark Discovery Fund (0790) to Missouri Technology Investment Fund (0172).

## PROGRAM DESCRIPTION

**Department: Economic Development**

**Program Name: Small Business Development Centers Transfer**

**Program is found in the following core budget(s): Business and Community Services**

**7a. Provide an effectiveness measure.**

This is a Transfer. Refer to Missouri Technology Corporation Core.

**7b. Provide an efficiency measure.**

This is a Transfer. Refer to Missouri Technology Corporation Core.

**7c. Provide the number of clients/individuals served, if applicable.**

This is a Transfer. Refer to Missouri Technology Corporation Core.

**7d. Provide a customer satisfaction measure, if available.**

This is a Transfer. Refer to Missouri Technology Corporation Core.

## CORE DECISION ITEM

**Department:** Economic Development  
**Division:** Business and Community Services  
**Core:** Missouri Technology Corporation (MTC)

Budget Unit 41962C

### 1. CORE FINANCIAL SUMMARY

|              | FY 2019 Budget Request |          |                  |                  |
|--------------|------------------------|----------|------------------|------------------|
|              | GR                     | Federal  | Other            | Total            |
| PS           | 0                      | 0        | 0                | 0                |
| EE           | 0                      | 0        | 0                | 0                |
| PSD          | 0                      | 0        | 3,500,000        | 3,500,000        |
| TRF          | 0                      | 0        | 0                | 0                |
| <b>Total</b> | <b>0</b>               | <b>0</b> | <b>3,500,000</b> | <b>3,500,000</b> |

FTE            0.00            0.00            0.00            0.00

**Est. Fringe**      0      0      0      0

Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

Other Funds: Missouri Technology Investment Fund (0172)

Notes: Requires a GR transfer to MTIF (0172)

|              | FY 2019 Governor's Recommendation |          |                  |                  |
|--------------|-----------------------------------|----------|------------------|------------------|
|              | GR                                | Fed      | Other            | Total            |
| PS           | 0                                 | 0        | 0                | 0                |
| EE           | 0                                 | 0        | 0                | 0                |
| PSD          | 0                                 | 0        | 3,500,000        | 3,500,000        |
| TRF          | 0                                 | 0        | 0                | 0                |
| <b>Total</b> | <b>0</b>                          | <b>0</b> | <b>3,500,000</b> | <b>3,500,000</b> |

FTE            0.00            0.00            0.00            0.00

**Est. Fringe**      0      0      0      0

Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

Other Funds: Missouri Technology Investment Fund (0172)

Notes: Requires a GR transfer to MTIF (0172)

### 2. CORE DESCRIPTION

This core decision item establishes the spending authority for the Missouri Technology Corporation, Innovation Centers, and Missouri Manufacturing Extension Partnership (MEP) programs.

The Missouri Technology Corporation (MTC) is a public-private partnership created by the Missouri General Assembly to promote entrepreneurship and foster the growth of new and emerging high-tech companies. MTC focuses on 21<sup>st</sup> Century bioscience industries that build on Missouri's rich history in agriculture. It is governed by a 15-member board of directors appointed by Missouri's Governor, Speaker of the House, and President Pro Tem of the Senate. The President of the University of Missouri System and the Director of the Department of Economic Development are *ex officio* members of the board.

### 3. PROGRAM LISTING (list programs included in this core funding)

Missouri Technology Corporation (MTC), Innovation Centers and Missouri Manufacturing Extension Partnership (MEP).

## CORE DECISION ITEM

**Department:** Economic Development  
**Division:** Business and Community Services  
**Core:** Missouri Technology Corporation (MTC)

**Budget Unit** 41962C

### 4. FINANCIAL HISTORY

|                                 | FY 2015<br>Actual | FY 2016<br>Actual | FY 2017<br>Actual | FY 2018<br>Current Yr. |
|---------------------------------|-------------------|-------------------|-------------------|------------------------|
| Appropriation (All Funds)       | 13,860,000        | 18,360,000        | 22,910,000        | 3,500,000              |
| Less Reverted (All Funds)       | 0                 | 0                 | 0                 | 0                      |
| Less Restricted (All Funds)*    | 0                 | 0                 | (4,550,000)       | 0                      |
| Budget Authority (All Funds)    | 13,860,000        | 18,360,000        | 18,360,000        | 3,500,000              |
| Actual Expenditures (All Funds) | <u>13,309,200</u> | <u>17,821,741</u> | <u>13,356,945</u> | N/A                    |
| Unexpended (All Funds)          | <u>550,800</u>    | <u>538,259</u>    | <u>5,003,055</u>  | N/A                    |
| Unexpended, by Fund:            |                   |                   |                   |                        |
| General Revenue                 | 0                 | 0                 | 0                 | N/A                    |
| Federal                         | 0                 | 0                 | 0                 | N/A                    |
| Other                           | 550,800           | 538,259           | 5,003,055         | N/A                    |
|                                 | (1)               | (2)               | (3)               |                        |

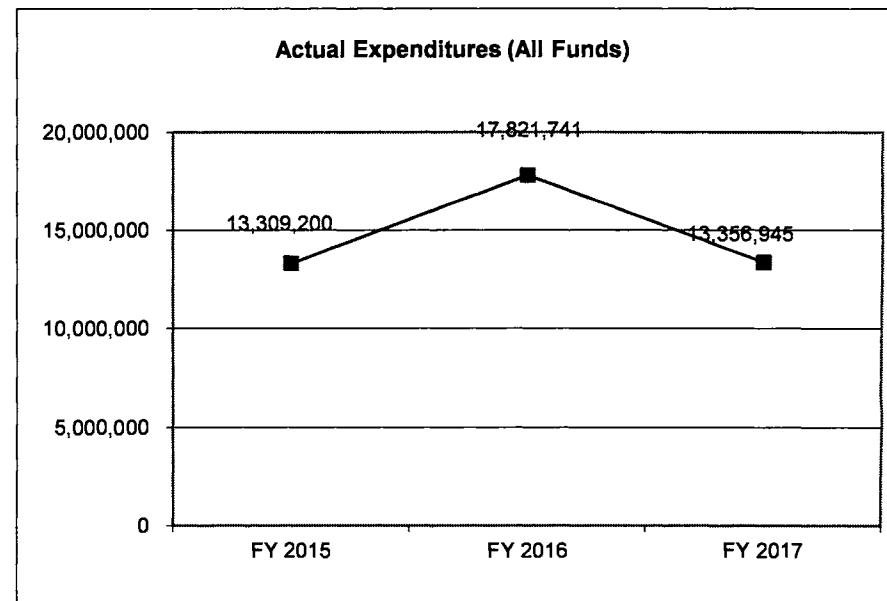
\*Restricted amount is as of: \_\_\_\_\_

Reverted includes Governor's standard 3 percent reserve (when applicable).

Restricted includes any extraordinary expenditure restriction (when applicable).

### NOTES:

- (1) Unexpended amount includes Governor's standard 3% reserve on GR funds from combined MTC Core and Early Stage Business Grants.
- (2) Unexpended amount includes Governor's standard 3% reserve on GR funds from MTC Core, Soybean Research, and Beef Cattle Research less transfer from Lewis and Clark Discovery Fund remaining balance \$12,541.
- (3) Unexpended amount includes Governor's standard 3% GR reserve and restrictions for MTC Core (\$50,000), MU Research Reactor (\$2M) and R&D facility for Bio Char (\$2.5M).



## CORE RECONCILIATION DETAIL

**DEPARTMENT OF ECONOMIC DEVELOPMENT  
MO TECH CORP-RAM**

### 5. CORE RECONCILIATION DETAIL

|                                    | Budget Class | FTE         | GR       | Federal  | Other            | Total            | Explanation |
|------------------------------------|--------------|-------------|----------|----------|------------------|------------------|-------------|
| <b>TAFF AFTER VETOES</b>           | PD           | 0.00        | 0        | 0        | 3,500,000        | 3,500,000        |             |
|                                    | <b>Total</b> | <b>0.00</b> | <b>0</b> | <b>0</b> | <b>3,500,000</b> | <b>3,500,000</b> |             |
| <b>DEPARTMENT CORE REQUEST</b>     | PD           | 0.00        | 0        | 0        | 3,500,000        | 3,500,000        |             |
|                                    | <b>Total</b> | <b>0.00</b> | <b>0</b> | <b>0</b> | <b>3,500,000</b> | <b>3,500,000</b> |             |
| <b>GOVERNOR'S RECOMMENDED CORE</b> | PD           | 0.00        | 0        | 0        | 3,500,000        | 3,500,000        |             |
|                                    | <b>Total</b> | <b>0.00</b> | <b>0</b> | <b>0</b> | <b>3,500,000</b> | <b>3,500,000</b> |             |

**DEPARTMENT OF ECONOMIC DEVELOPMENT**
**DECISION ITEM SUMMARY**
**Budget Unit**

| Decision Item<br>Budget Object Summary<br>Fund | FY 2017<br>ACTUAL<br>DOLLAR | FY 2017<br>ACTUAL<br>FTE | FY 2018<br>BUDGET<br>DOLLAR | FY 2018<br>BUDGET<br>FTE | FY 2019<br>DEPT REQ<br>DOLLAR | FY 2019<br>DEPT REQ<br>FTE | FY 2019<br>GOV REC<br>DOLLAR | FY 2019<br>GOV REC<br>FTE |
|--|-----------------------------|--------------------------|-----------------------------|--------------------------|-------------------------------|----------------------------|------------------------------|---------------------------|
| <b>MO TECH CORP-RAM</b>                        |                             |                          |                             |                          |                               |                            |                              |                           |
| <b>CORE</b>                                    |                             |                          |                             |                          |                               |                            |                              |                           |
| <b>PROGRAM-SPECIFIC</b>                        |                             |                          |                             |                          |                               |                            |                              |                           |
| MISSOURI TECHNOLOGY INVESTMENT                 | 13,356,945                  | 0.00                     | 3,500,000                   | 0.00                     | 3,500,000                     | 0.00                       | 3,500,000                    | 0.00                      |
| TOTAL - PD                                     | 13,356,945                  | 0.00                     | 3,500,000                   | 0.00                     | 3,500,000                     | 0.00                       | 3,500,000                    | 0.00                      |
| <b>TOTAL</b>                                   | <b>13,356,945</b>           | <b>0.00</b>              | <b>3,500,000</b>            | <b>0.00</b>              | <b>3,500,000</b>              | <b>0.00</b>                | <b>3,500,000</b>             | <b>0.00</b>               |
| <b>GRAND TOTAL</b>                             | <b>\$13,356,945</b>         | <b>0.00</b>              | <b>\$3,500,000</b>          | <b>0.00</b>              | <b>\$3,500,000</b>            | <b>0.00</b>                | <b>\$3,500,000</b>           | <b>0.00</b>               |

**DEPARTMENT OF ECONOMIC DEVELOPMENT**
**DECISION ITEM DETAIL**

| Budget Unit             | FY 2017             | FY 2017     | FY 2018            | FY 2018     | FY 2019            | FY 2019     | FY 2019            | FY 2019     |
|-------------------------|---------------------|-------------|--------------------|-------------|--------------------|-------------|--------------------|-------------|
| Decision Item           | ACTUAL              | ACTUAL      | BUDGET             | BUDGET      | DEPT REQ           | DEPT REQ    | GOV REC            | GOV REC     |
| Budget Object Class     | DOLLAR              | FTE         | DOLLAR             | FTE         | DOLLAR             | FTE         | DOLLAR             | FTE         |
| <b>MO TECH CORP-RAM</b> |                     |             |                    |             |                    |             |                    |             |
| <b>CORE</b>             |                     |             |                    |             |                    |             |                    |             |
| PROGRAM DISTRIBUTIONS   | 13,356,945          | 0.00        | 3,500,000          | 0.00        | 3,500,000          | 0.00        | 3,500,000          | 0.00        |
| TOTAL - PD              | 13,356,945          | 0.00        | 3,500,000          | 0.00        | 3,500,000          | 0.00        | 3,500,000          | 0.00        |
| <b>GRAND TOTAL</b>      | <b>\$13,356,945</b> | <b>0.00</b> | <b>\$3,500,000</b> | <b>0.00</b> | <b>\$3,500,000</b> | <b>0.00</b> | <b>\$3,500,000</b> | <b>0.00</b> |
| GENERAL REVENUE         | \$0                 | 0.00        | \$0                | 0.00        | \$0                | 0.00        | \$0                | 0.00        |
| FEDERAL FUNDS           | \$0                 | 0.00        | \$0                | 0.00        | \$0                | 0.00        | \$0                | 0.00        |
| OTHER FUNDS             | \$13,356,945        | 0.00        | \$3,500,000        | 0.00        | \$3,500,000        | 0.00        | \$3,500,000        | 0.00        |

## PROGRAM DESCRIPTION

**Department: Economic Development**

**Program Name: Missouri Technology Corporation (MTC)**

**Program is found in the following core budget(s): Missouri Technology Corporation**

**1a. What strategic priority does this program address?**

Grow Missouri's Businesses.

**1b. What does this program do?**

- MTC helps early-stage entrepreneurial businesses to raise private capital to commercialize new technologies and grow their business by providing (1) co-investment capital to early-stage entrepreneurial ventures; and, (2) grants to innovation centers, non-profit organizations and research and higher education institutions that help entrepreneurs' to raise capital and to advance the generation and development of new ideas and technologies.
- MTC also provides the state match for the federal Missouri Manufacturing Extension Partnership (MEP) program which assists small and medium-sized manufacturers to adopt new technologies and innovative practices to increase their competitiveness in the global marketplace.
- Innovation drives economic growth. Economists have calculated that approximately 50% of U.S. annual GDP growth is attributed to increases in innovation. The states and regions that lead the transformation to the knowledge- and technology-based economy will have an enormous advantage.

**2. What is the authorization for this program, i.e., federal or state statute, etc.? (Include the federal program number, if applicable)**

MTC authorization in Section 348.251-348.275, RSMo; Innovation Center authorization in Section 348.271, RSMo; and MEP authorization is in 15 USC 278K Title 15 Commerce and Foreign Trade, Chapter 11 National Institute of Standards and Technology, Part 290.

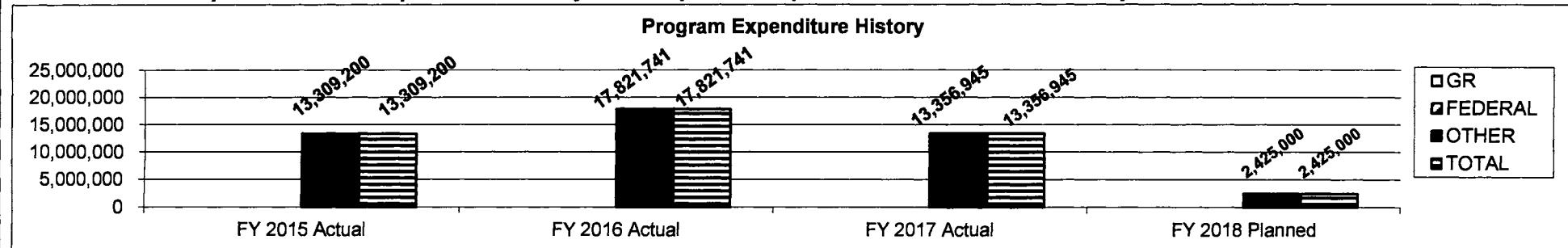
**3. Are there federal matching requirements? If yes, please explain.**

Yes, the MEP program requires a federal match, which is provided by the U.S. Department of Commerce. The program is designed to form a federal/state/private partnership that results in leveraging public funding sources on a two to one basis.

**4. Is this a federally mandated program? If yes, please explain.**

No

**5. Provide actual expenditures for the prior three fiscal years and planned expenditures for the current fiscal year.**



Note: Planned Expenditures for GR includes 3% Governor's Reserve from GR transfer.

**6. What are the sources of the "Other" funds?**

Missouri Technology Investment Fund (0172), requires a General Revenue transfer.

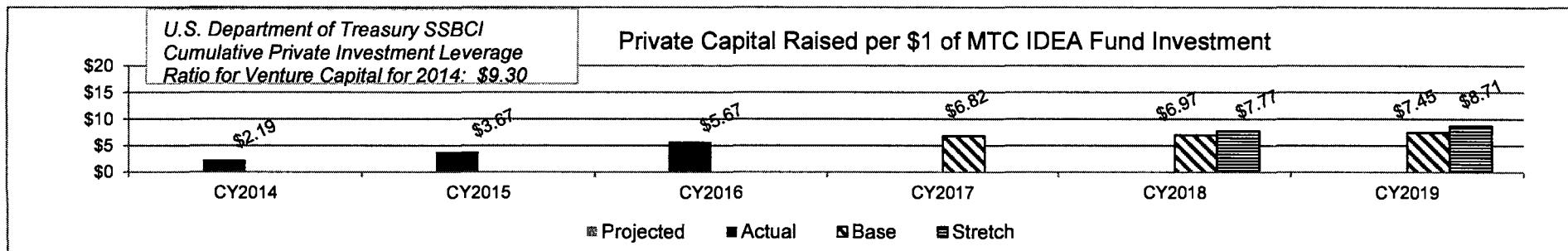
## PROGRAM DESCRIPTION

**Department: Economic Development**

**Program Name: Missouri Technology Corporation (MTC)**

**Program is found in the following core budget(s): Missouri Technology Corporation**

**7a. Provide an effectiveness measure.**

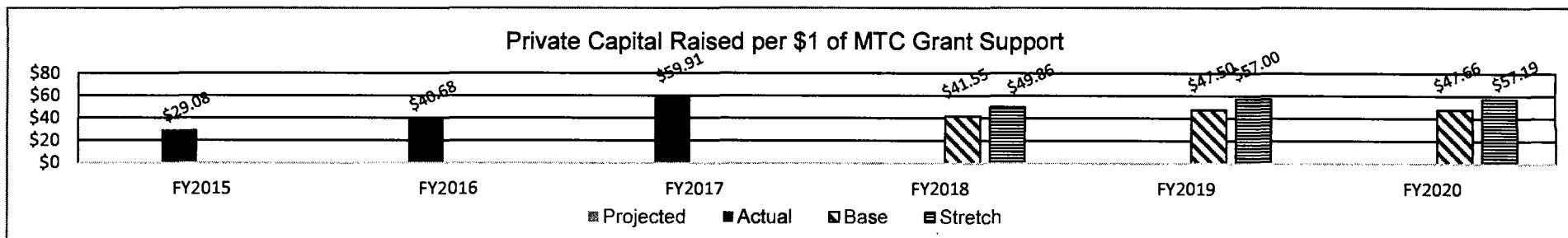


Note 1: This ratio is the cumulative amount of private capital raised by participating small businesses divided by the cumulative amount invested by MTC through the IDEA Fund program.

Note 2: This private capital ratio will grow more slowly over time due to the reduced level of MTC IDEA Fund investment in future years but should continue to increase because companies receiving co-investments will report additional private capital for several years after MTC's original co-investment.

Note 3: 2014 was chosen for the benchmark as it was the 4th year of the SSBCI program and aligns with 2017 being the 4th year the IDEA program was funded through state appropriations.

Note 4: Projected data for FY15, FY16 and FY17 is not available.



Note 1: This ratio is the amount of private capital raised by small businesses being served by innovation centers and MTC grantees divided by the amount invested by MTC through its grant programs.

Note 2: Ohio's Entrepreneurial Signature Program establishes networks of entrepreneurial assistance services and investment capital within six Ohio geographies to accelerate the growth of early-stage Ohio technology companies. Ohio was selected as a best-in-class, closest comparable program. The total leverage per state funds expended is \$26.36 for the period covering 2/2007-12/2015.

Note 3: Projected data for FY15, FY16 and FY17 is not available.

Note 4: This ratio will grow more slowly in FY2019 and FY2020 due to the decrease of funds available for capacity building grants.

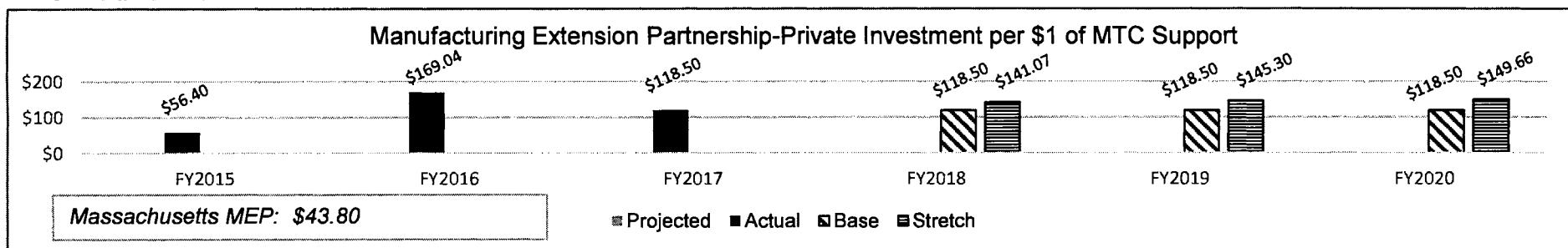
## PROGRAM DESCRIPTION

**Department: Economic Development**

**Program Name: Missouri Technology Corporation (MTC)**

**Program is found in the following core budget(s): Missouri Technology Corporation**

**7a. Provide an effectiveness measure (continued).**



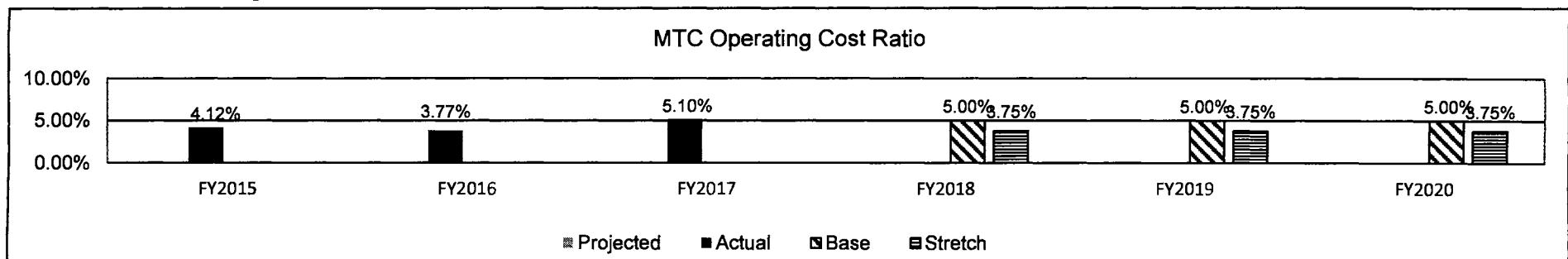
Note 1: This ratio is the amount of private investment made by small and medium-sized manufacturers to upgrade and modernize their equipment, operations, processes and training through the assistance of the Manufacturing Extension Partnership (MEP) program divided by the amount provided to MEP through MTC.

Note 2: The Massachusetts MEP program was chosen as the performance benchmark due to its similar classification as a large MEP center by NIST and its similar operation to Missouri Enterprise as a 501c3 organization with an in-house service delivery model. The investment figure reported by MA MEP is \$87.6 million with state funding of \$2 million compared to \$120.1 million investment reported by MO MEP with \$1 million in state funding.

Note 3: Projected data for FY15, FY16 and FY17 is not available.

Note 4: Base target assumes that private investment ratio remains flat over time; stretch target assumes private investment grows by 3% while funding remains flat.

**7b. Provide an efficiency measure.**



Note 1: The MTC operating cost ratio is the amount of MTC operating expenditures divided by the amount of MTC programmatic expenditures.

Note 2: Projected data for FY15, FY16 and FY17 is not available.

## PROGRAM DESCRIPTION

| <b>Department:</b> Economic Development  |               |              |               |               |               |               |               |              |              |
|--|---------------|--------------|---------------|---------------|---------------|---------------|---------------|--------------|--------------|
| <b>Program Name:</b> Missouri Technology Corporation (MTC)                               |               |              |               |               |               |               |               |              |              |
| <b>Program is found in the following core budget(s):</b> Missouri Technology Corporation |               |              |               |               |               |               |               |              |              |
| <b>7c. Provide the number of clients/individuals served, if applicable.</b>              |               |              |               |               |               |               |               |              |              |
|  | FY2015        |              | FY2016        |               | FY2017        |               | FY2018        | FY2019       | FY2020       |
|  | Projected     | Actual       | Projected     | Actual        | Projected     | Actual        | Projected     | Projected    | Projected    |
| Number of Businesses Served  | 489           | 519          | 516           | 716           | 540           | 482           | 385           | 385          | 385          |
| Number of IDEA Fund Co-investments   | N/A           | 25           | N/A           | 37            | N/A           | 26            | 36            | 6            | 0            |
| Amount of Leveraged Investment**   | \$107,075,000 | \$64,517,781 | \$115,670,000 | \$155,739,476 | \$125,000,000 | \$198,455,438 | \$140,000,000 | \$70,000,000 | \$50,000,000 |

Note 1: The number of clients served includes businesses and entrepreneurs served by innovation centers and MEP that receive financial support through MTC programs.

Note 2: Businesses served-projections reduced by 20% to reflect reduction of funds available to innovation centers and MEP. Assume flat funding for FY2019 and FY2020.

Note 3: The amount of leveraged investment includes the amount of private co-investment received concurrently with an MTC IDEA Fund co-investment and any subsequent private capital raised by MTC portfolio companies.

**7d. Provide a customer satisfaction measure, if available.**

An annual survey will be designed that measures quantitative and qualitative metrics for programs including percentage of companies that were able to raise capital, generate increased revenue and create jobs and their satisfaction with working with MTC and supported organizations.

**CORE DECISION ITEM**

**Department:** Economic Development  
**Division:** Business and Community Services  
**Core:** MO Technology Investment Fund Transfer

Budget Unit 42080C

**1. CORE FINANCIAL SUMMARY**

|              | FY 2019 Budget Request |          |          | <b>Total</b>     |
|--------------|------------------------|----------|----------|------------------|
|              | GR                     | Federal  | Other    |                  |
| PS           | 0                      | 0        | 0        | 0                |
| EE           | 0                      | 0        | 0        | 0                |
| PSD          | 0                      | 0        | 0        | 0                |
| TRF          | 2,500,000              | 0        | 0        | 2,500,000        |
| <b>Total</b> | <b>2,500,000</b>       | <b>0</b> | <b>0</b> | <b>2,500,000</b> |

**FTE**      **0.00**      **0.00**      **0.00**      **0.00**

**Est. Fringe**      **0**      **0**      **0**      **0**

Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

Other Funds:

Notes:

|              | FY 2019 Governor's Recommendation |          |          |                  |
|--------------|-----------------------------------|----------|----------|------------------|
|              | GR                                | Fed      | Other    | Total            |
| PS           | 0                                 | 0        | 0        | 0                |
| EE           | 0                                 | 0        | 0        | 0                |
| PSD          | 0                                 | 0        | 0        | 0                |
| TRF          | 2,250,000                         | 0        | 0        | 2,250,000        |
| <b>Total</b> | <b>2,250,000</b>                  | <b>0</b> | <b>0</b> | <b>2,250,000</b> |

**FTE**      **0.00**      **0.00**      **0.00**      **0.00**

**Est. Fringe**      **0**      **0**      **0**      **0**

Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

Other Funds:

**2. CORE DESCRIPTION**

This core decision item is the required General Revenue transfer that provides funding to support the Missouri Technology Corporation (MTC) and the state's technology programs including: Missouri Manufacturing Extension Partnership (MEP) and the Innovation Centers.

**3. PROGRAM LISTING (list programs included in this core funding)**

MO Technology Investment Fund Transfer

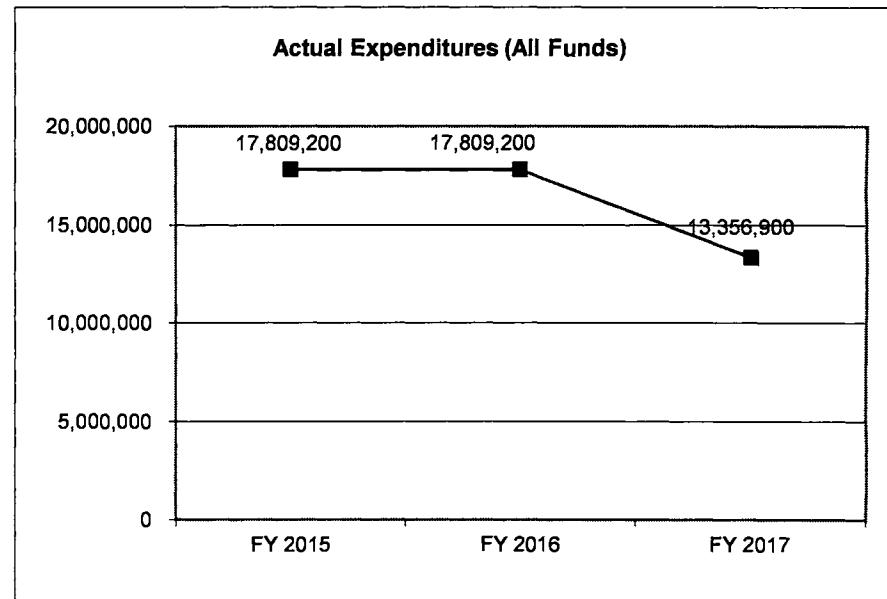
**CORE DECISION ITEM**

**Department:** Economic Development  
**Division:** Business and Community Services  
**Core:** MO Technology Investment Fund Transfer

**Budget Unit** 42080C

**4. FINANCIAL HISTORY**

|                                 | FY 2015<br>Actual | FY 2016<br>Actual | FY 2017<br>Actual | FY 2018<br>Current Yr. |
|---------------------------------|-------------------|-------------------|-------------------|------------------------|
| Appropriation (All Funds)       | 18,360,000        | 18,360,000        | 22,910,000        | 2,500,000              |
| Less Reverted (All Funds)       | (550,800)         | (550,800)         | (550,800)         | (75,000)               |
| Less Restricted (All Funds)*    | 0                 | 0                 | (9,002,300)       | 0                      |
| Budget Authority (All Funds)    | 17,809,200        | 17,809,200        | 13,356,900        | 2,425,000              |
| Actual Expenditures (All Funds) | 17,809,200        | 17,809,200        | 13,356,900        | N/A                    |
| Unexpended (All Funds)          | 0                 | 0                 | 0                 | N/A                    |
| Unexpended, by Fund:            |                   |                   |                   |                        |
| General Revenue                 | 0                 | 0                 | 0                 | N/A                    |
| Federal                         | 0                 | 0                 | 0                 | N/A                    |
| Other                           | 0                 | 0                 | 0                 | N/A                    |
|                                 |                   | (1)               |                   |                        |



\*Restricted amount is as of: \_\_\_\_\_

Reverted includes Governor's standard 3 percent reserve (when applicable).

Restricted includes any extraordinary expenditure restriction (when applicable).

**NOTES:**

(1) Funding restricted for new projects including MU Research Reactor (\$2M), R&D Facility for Biochar (\$2.5M) and MTC Core (\$50,000).

## CORE RECONCILIATION DETAIL

**DEPARTMENT OF ECONOMIC DEVELOPMENT  
MO TECH INVESTMENT TRANSFER**

### **5. CORE RECONCILIATION DETAIL**

|   | Budget Class | FTE         | GR               | Federal          | Other    | Total            | Explanation      |
|---|--------------|-------------|------------------|------------------|----------|------------------|------------------|
| <b>TAFF AFTER VETOES</b>                      |              |             |                  |                  |          |                  |                  |
|   | TRF          | 0.00        | 2,500,000        | 0                | 0        | 2,500,000        |                  |
|   | <b>Total</b> | <b>0.00</b> | <b>2,500,000</b> | <b>0</b>         | <b>0</b> | <b>2,500,000</b> |                  |
| <b>DEPARTMENT CORE REQUEST</b>                |              |             |                  |                  |          |                  |                  |
|   | TRF          | 0.00        | 2,500,000        | 0                | 0        | 2,500,000        |                  |
|   | <b>Total</b> | <b>0.00</b> | <b>2,500,000</b> | <b>0</b>         | <b>0</b> | <b>2,500,000</b> |                  |
| <b>GOVERNOR'S ADDITIONAL CORE ADJUSTMENTS</b> |              |             |                  |                  |          |                  |                  |
| Core Reduction                                | 1987 T354    | TRF         | 0.00             | (250,000)        | 0        | 0                | (250,000)        |
| <b>NET GOVERNOR CHANGES</b>                   |              |             | <b>0.00</b>      | <b>(250,000)</b> | <b>0</b> | <b>0</b>         | <b>(250,000)</b> |
| <b>GOVERNOR'S RECOMMENDED CORE</b>            |              |             |                  |                  |          |                  |                  |
|   | TRF          | 0.00        | 2,250,000        | 0                | 0        | 2,250,000        |                  |
|   | <b>Total</b> | <b>0.00</b> | <b>2,250,000</b> | <b>0</b>         | <b>0</b> | <b>2,250,000</b> |                  |

**DEPARTMENT OF ECONOMIC DEVELOPMENT**
**DECISION ITEM SUMMARY**
**Budget Unit**

| Decision Item                      | FY 2017<br>ACTUAL<br>DOLLAR | FY 2017<br>ACTUAL<br>FTE | FY 2018<br>BUDGET<br>DOLLAR | FY 2018<br>BUDGET<br>FTE | FY 2019<br>DEPT REQ<br>DOLLAR | FY 2019<br>DEPT REQ<br>FTE | FY 2019<br>GOV REC<br>DOLLAR | FY 2019<br>GOV REC<br>FTE |
|------------------------------------|-----------------------------|--------------------------|-----------------------------|--------------------------|-------------------------------|----------------------------|------------------------------|---------------------------|
| <b>Budget Object Summary</b>       |                             |                          |                             |                          |                               |                            |                              |                           |
| <b>Fund</b>                        |                             |                          |                             |                          |                               |                            |                              |                           |
| <b>MO TECH INVESTMENT TRANSFER</b> |                             |                          |                             |                          |                               |                            |                              |                           |
| <b>CORE</b>                        |                             |                          |                             |                          |                               |                            |                              |                           |
| <b>FUND TRANSFERS</b>              |                             |                          |                             |                          |                               |                            |                              |                           |
| GENERAL REVENUE                    | 13,356,900                  | 0.00                     | 2,500,000                   | 0.00                     | 2,500,000                     | 0.00                       | 2,250,000                    | 0.00                      |
| TOTAL - TRF                        | 13,356,900                  | 0.00                     | 2,500,000                   | 0.00                     | 2,500,000                     | 0.00                       | 2,250,000                    | 0.00                      |
| <b>TOTAL</b>                       | <b>13,356,900</b>           | <b>0.00</b>              | <b>2,500,000</b>            | <b>0.00</b>              | <b>2,500,000</b>              | <b>0.00</b>                | <b>2,250,000</b>             | <b>0.00</b>               |
| <b>GRAND TOTAL</b>                 | <b>\$13,356,900</b>         | <b>0.00</b>              | <b>\$2,500,000</b>          | <b>0.00</b>              | <b>\$2,500,000</b>            | <b>0.00</b>                | <b>\$2,250,000</b>           | <b>0.00</b>               |

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**DEPARTMENT OF ECONOMIC DEVELOPMENT**
**DECISION ITEM DETAIL**

| Budget Unit                        | FY 2017             | FY 2017     | FY 2018            | FY 2018     | FY 2019            | FY 2019     | FY 2019            | FY 2019     |
|------------------------------------|---------------------|-------------|--------------------|-------------|--------------------|-------------|--------------------|-------------|
| Decision Item                      | ACTUAL              | ACTUAL      | BUDGET             | BUDGET      | DEPT REQ           | DEPT REQ    | GOV REC            | GOV REC     |
| Budget Object Class                | DOLLAR              | FTE         | DOLLAR             | FTE         | DOLLAR             | FTE         | DOLLAR             | FTE         |
| <b>MO TECH INVESTMENT TRANSFER</b> |                     |             |                    |             |                    |             |                    |             |
| <b>CORE</b>                        |                     |             |                    |             |                    |             |                    |             |
| TRANSFERS OUT                      | 13,356,900          | 0.00        | 2,500,000          | 0.00        | 2,500,000          | 0.00        | 2,250,000          | 0.00        |
| TOTAL - TRF                        | 13,356,900          | 0.00        | 2,500,000          | 0.00        | 2,500,000          | 0.00        | 2,250,000          | 0.00        |
| <b>GRAND TOTAL</b>                 | <b>\$13,356,900</b> | <b>0.00</b> | <b>\$2,500,000</b> | <b>0.00</b> | <b>\$2,500,000</b> | <b>0.00</b> | <b>\$2,250,000</b> | <b>0.00</b> |
| GENERAL REVENUE                    | \$13,356,900        | 0.00        | \$2,500,000        | 0.00        | \$2,500,000        | 0.00        | \$2,250,000        | 0.00        |
| FEDERAL FUNDS                      | \$0                 | 0.00        | \$0                | 0.00        | \$0                | 0.00        | \$0                | 0.00        |
| OTHER FUNDS                        | \$0                 | 0.00        | \$0                | 0.00        | \$0                | 0.00        | \$0                | 0.00        |

## PROGRAM DESCRIPTION

**Department: Economic Development**

**Program Name: MO Technology Investment Fund Transfer**

**Program is found in the following core budget(s): Missouri Technology Investment Fund Transfer**

**1a. What strategic priority does this program address?**

Grow Missouri's Businesses

**1b. What does this program do?**

Funds transferred to the Missouri Technology Investment Fund are used to support the Missouri Technology Corporation, Missouri Manufacturing Extension Partnership (MEP) and Innovation Centers.

**2. What is the authorization for this program, i.e., federal or state statute, etc.? (Include the federal program number, if applicable.)**

Sections 348.251 - 348.272, RSMo.

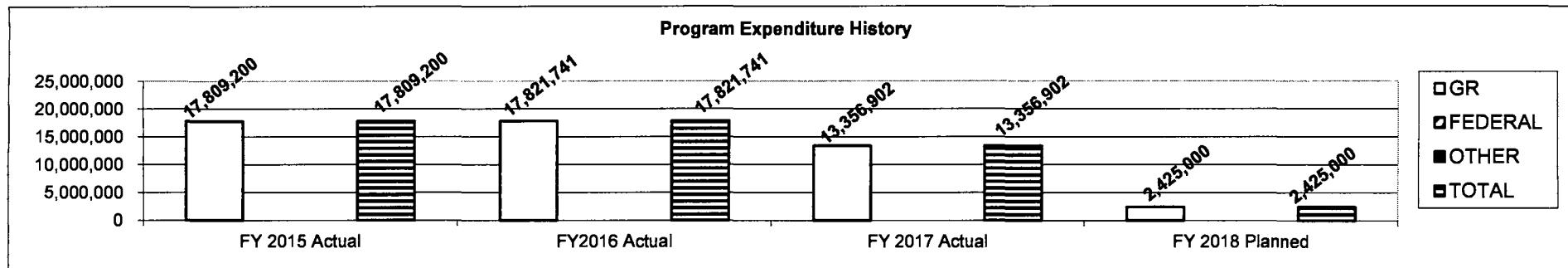
**3. Are there federal matching requirements? If yes, please explain.**

Yes, for the Missouri Manufactured Extension Partnership program.

**4. Is this a federally mandated program? If yes, please explain.**

No

**5. Provide actual expenditures for the prior three fiscal years and planned expenditures for the current fiscal year.**



Note: Planned Expenditures for GR reflect 3% Governor's Reserve.

**6. What are the sources of the "Other" funds?**

Transfer from General Revenue to Missouri Technology Investment Fund (0172). FY17 included transfer from Small Business Development Center Fund (0294) and FY16 included transfer from Lewis and Clark Discovery Fund (0790) to transfer remaining fund balances.

## PROGRAM DESCRIPTION

**Department: Economic Development**

**Program Name: MO Technology Investment Fund Transfer**

**Program is found in the following core budget(s): Missouri Technology Investment Fund Transfer**

**7a. Provide an effectiveness measure.**

This is a GR transfer. Please refer to the Program Descriptions for Missouri Technology Corporation program Core.

**7b. Provide an efficiency measure.**

This is a GR transfer. Please refer to the Program Descriptions for Missouri Technology Corporation program Core.

**7c. Provide the number of clients/individuals served, if applicable.**

This is a GR transfer. Please refer to the Program Descriptions for Missouri Technology Corporation program Core.

**7d. Provide a customer satisfaction measure, if available.**

This is a GR transfer. Please refer to the Program Descriptions for Missouri Technology Corporation program Core.

## CORE DECISION ITEM

| <b>Department:</b> Economic Development   | <b>Budget Unit</b> <u>42165C</u> |                   |          |                                   |         |         |      |         |    |         |       |    |         |         |   |    |         |           |   |     |   |            |   |     |   |   |   |              |                |                   |          |  |                   |  |  |
|---|----------------------------------|-------------------|----------|-----------------------------------|---------|---------|------|---------|----|---------|-------|----|---------|---------|---|----|---------|-----------|---|-----|---|------------|---|-----|---|---|---|--------------|----------------|-------------------|----------|--|-------------------|--|--|
| <b>Division:</b> Business and Community Services  |                                  |                   |          |                                   |         |         |      |         |    |         |       |    |         |         |   |    |         |           |   |     |   |            |   |     |   |   |   |              |                |                   |          |  |                   |  |  |
| <b>Core:</b> Community Development Block Grant (CDBG)   |                                  |                   |          |                                   |         |         |      |         |    |         |       |    |         |         |   |    |         |           |   |     |   |            |   |     |   |   |   |              |                |                   |          |  |                   |  |  |
| <b>1. CORE FINANCIAL SUMMARY</b>  |                                  |                   |          |                                   |         |         |      |         |    |         |       |    |         |         |   |    |         |           |   |     |   |            |   |     |   |   |   |              |                |                   |          |  |                   |  |  |
| <table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th colspan="4" style="text-align: left; padding-bottom: 5px;">FY 2019 Budget Request</th> </tr> <tr> <th></th> <th>GR</th> <th>Federal</th> <th>Other</th> </tr> </thead> <tbody> <tr> <td>PS</td> <td>169,992</td> <td>806,966</td> <td>0</td> </tr> <tr> <td>EE</td> <td>176,341</td> <td>1,066,451</td> <td>0</td> </tr> <tr> <td>PSD</td> <td>0</td> <td>39,183,800</td> <td>0</td> </tr> <tr> <td>TRF</td> <td>0</td> <td>0</td> <td>0</td> </tr> <tr> <td><b>Total</b></td> <td><b>346,333</b></td> <td><b>41,057,217</b></td> <td><b>0</b></td> </tr> <tr> <td></td> <td style="border-top: none;"><b>41,403,550</b></td> <td></td> <td></td> </tr> </tbody> </table>       |                                  |                   |          | FY 2019 Budget Request            |         |         |      |         | GR | Federal | Other | PS | 169,992 | 806,966 | 0 | EE | 176,341 | 1,066,451 | 0 | PSD | 0 | 39,183,800 | 0 | TRF | 0 | 0 | 0 | <b>Total</b> | <b>346,333</b> | <b>41,057,217</b> | <b>0</b> |  | <b>41,403,550</b> |  |  |
| FY 2019 Budget Request  |                                  |                   |          |                                   |         |         |      |         |    |         |       |    |         |         |   |    |         |           |   |     |   |            |   |     |   |   |   |              |                |                   |          |  |                   |  |  |
|   | GR                               | Federal           | Other    |                                   |         |         |      |         |    |         |       |    |         |         |   |    |         |           |   |     |   |            |   |     |   |   |   |              |                |                   |          |  |                   |  |  |
| PS  | 169,992                          | 806,966           | 0        |                                   |         |         |      |         |    |         |       |    |         |         |   |    |         |           |   |     |   |            |   |     |   |   |   |              |                |                   |          |  |                   |  |  |
| EE  | 176,341                          | 1,066,451         | 0        |                                   |         |         |      |         |    |         |       |    |         |         |   |    |         |           |   |     |   |            |   |     |   |   |   |              |                |                   |          |  |                   |  |  |
| PSD   | 0                                | 39,183,800        | 0        |                                   |         |         |      |         |    |         |       |    |         |         |   |    |         |           |   |     |   |            |   |     |   |   |   |              |                |                   |          |  |                   |  |  |
| TRF   | 0                                | 0                 | 0        |                                   |         |         |      |         |    |         |       |    |         |         |   |    |         |           |   |     |   |            |   |     |   |   |   |              |                |                   |          |  |                   |  |  |
| <b>Total</b>  | <b>346,333</b>                   | <b>41,057,217</b> | <b>0</b> |                                   |         |         |      |         |    |         |       |    |         |         |   |    |         |           |   |     |   |            |   |     |   |   |   |              |                |                   |          |  |                   |  |  |
|   | <b>41,403,550</b>                |                   |          |                                   |         |         |      |         |    |         |       |    |         |         |   |    |         |           |   |     |   |            |   |     |   |   |   |              |                |                   |          |  |                   |  |  |
| <table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th colspan="4" style="text-align: left; padding-bottom: 5px;">FY 2019 Governor's Recommendation</th> </tr> <tr> <th></th> <th>GR</th> <th>Fed</th> <th>Other</th> </tr> </thead> <tbody> <tr> <td>PS</td> <td>169,992</td> <td>806,966</td> <td>0</td> </tr> <tr> <td>EE</td> <td>88,171</td> <td>1,066,451</td> <td>0</td> </tr> <tr> <td>PSD</td> <td>0</td> <td>39,183,800</td> <td>0</td> </tr> <tr> <td>TRF</td> <td>0</td> <td>0</td> <td>0</td> </tr> <tr> <td><b>Total</b></td> <td><b>258,163</b></td> <td><b>41,057,217</b></td> <td><b>0</b></td> </tr> <tr> <td></td> <td style="border-top: none;"><b>41,315,380</b></td> <td></td> <td></td> </tr> </tbody> </table> |                                  |                   |          | FY 2019 Governor's Recommendation |         |         |      |         | GR | Fed     | Other | PS | 169,992 | 806,966 | 0 | EE | 88,171  | 1,066,451 | 0 | PSD | 0 | 39,183,800 | 0 | TRF | 0 | 0 | 0 | <b>Total</b> | <b>258,163</b> | <b>41,057,217</b> | <b>0</b> |  | <b>41,315,380</b> |  |  |
| FY 2019 Governor's Recommendation   |                                  |                   |          |                                   |         |         |      |         |    |         |       |    |         |         |   |    |         |           |   |     |   |            |   |     |   |   |   |              |                |                   |          |  |                   |  |  |
|   | GR                               | Fed               | Other    |                                   |         |         |      |         |    |         |       |    |         |         |   |    |         |           |   |     |   |            |   |     |   |   |   |              |                |                   |          |  |                   |  |  |
| PS  | 169,992                          | 806,966           | 0        |                                   |         |         |      |         |    |         |       |    |         |         |   |    |         |           |   |     |   |            |   |     |   |   |   |              |                |                   |          |  |                   |  |  |
| EE  | 88,171                           | 1,066,451         | 0        |                                   |         |         |      |         |    |         |       |    |         |         |   |    |         |           |   |     |   |            |   |     |   |   |   |              |                |                   |          |  |                   |  |  |
| PSD   | 0                                | 39,183,800        | 0        |                                   |         |         |      |         |    |         |       |    |         |         |   |    |         |           |   |     |   |            |   |     |   |   |   |              |                |                   |          |  |                   |  |  |
| TRF   | 0                                | 0                 | 0        |                                   |         |         |      |         |    |         |       |    |         |         |   |    |         |           |   |     |   |            |   |     |   |   |   |              |                |                   |          |  |                   |  |  |
| <b>Total</b>  | <b>258,163</b>                   | <b>41,057,217</b> | <b>0</b> |                                   |         |         |      |         |    |         |       |    |         |         |   |    |         |           |   |     |   |            |   |     |   |   |   |              |                |                   |          |  |                   |  |  |
|   | <b>41,315,380</b>                |                   |          |                                   |         |         |      |         |    |         |       |    |         |         |   |    |         |           |   |     |   |            |   |     |   |   |   |              |                |                   |          |  |                   |  |  |
| <table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th>FTE</th> <th>5.65</th> <th>10.59</th> <th>0.00</th> <th>16.24</th> </tr> </thead> </table>  |                                  |                   |          | FTE                               | 5.65    | 10.59   | 0.00 | 16.24   |    |         |       |    |         |         |   |    |         |           |   |     |   |            |   |     |   |   |   |              |                |                   |          |  |                   |  |  |
| FTE   | 5.65                             | 10.59             | 0.00     | 16.24                             |         |         |      |         |    |         |       |    |         |         |   |    |         |           |   |     |   |            |   |     |   |   |   |              |                |                   |          |  |                   |  |  |
| <table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th>Est. Fringe</th> <th>108,728</th> <th>348,831</th> <th>0</th> <th>457,558</th> </tr> </thead> </table>  |                                  |                   |          | Est. Fringe                       | 108,728 | 348,831 | 0    | 457,558 |    |         |       |    |         |         |   |    |         |           |   |     |   |            |   |     |   |   |   |              |                |                   |          |  |                   |  |  |
| Est. Fringe   | 108,728                          | 348,831           | 0        | 457,558                           |         |         |      |         |    |         |       |    |         |         |   |    |         |           |   |     |   |            |   |     |   |   |   |              |                |                   |          |  |                   |  |  |
| <p>Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.</p>  |                                  |                   |          |                                   |         |         |      |         |    |         |       |    |         |         |   |    |         |           |   |     |   |            |   |     |   |   |   |              |                |                   |          |  |                   |  |  |
| <p>Other Funds:<br/>Notes:</p>  |                                  |                   |          |                                   |         |         |      |         |    |         |       |    |         |         |   |    |         |           |   |     |   |            |   |     |   |   |   |              |                |                   |          |  |                   |  |  |
| <b>2. CORE DESCRIPTION</b>  |                                  |                   |          |                                   |         |         |      |         |    |         |       |    |         |         |   |    |         |           |   |     |   |            |   |     |   |   |   |              |                |                   |          |  |                   |  |  |
| <p>The Community Development Block Grant (CDBG) program provides grants to non-entitlement cities and counties for community development activities that: (1) benefit at least 51% low and moderate income persons; (2) eliminate slum and blight; or (3) meet urgent threats to health and safety. Typical projects include infrastructure expansion and improvements (water, sewer, bridge, street, drainage); downtown revitalization; housing rehabilitation; Americans with Disabilities Act accessibility improvements; and community facility projects (senior centers, day care, Sheltered Workshop, community centers).</p>  |                                  |                   |          |                                   |         |         |      |         |    |         |       |    |         |         |   |    |         |           |   |     |   |            |   |     |   |   |   |              |                |                   |          |  |                   |  |  |
| <p>Of the federal program distribution amount, \$5 million is appropriated for authorization of funding in the current Fiscal Year and the remainder is appropriated for previous Fiscal Year authorizations.</p>   |                                  |                   |          |                                   |         |         |      |         |    |         |       |    |         |         |   |    |         |           |   |     |   |            |   |     |   |   |   |              |                |                   |          |  |                   |  |  |
| <b>3. PROGRAM LISTING (list programs included in this core funding)</b>   |                                  |                   |          |                                   |         |         |      |         |    |         |       |    |         |         |   |    |         |           |   |     |   |            |   |     |   |   |   |              |                |                   |          |  |                   |  |  |
| <p>Community Development Block Grant Program</p>  |                                  |                   |          |                                   |         |         |      |         |    |         |       |    |         |         |   |    |         |           |   |     |   |            |   |     |   |   |   |              |                |                   |          |  |                   |  |  |

## CORE DECISION ITEM

**Department: Economic Development**  
**Division: Business and Community Services**  
**Core: Community Development Block Grant (CDBG)**

**Budget Unit 42165C**

### 4. FINANCIAL HISTORY

|                                 | FY2015<br>Actual  | FY2016<br>Actual  | FY2017<br>Actual  | FY2018<br>Current Yr. |
|---------------------------------|-------------------|-------------------|-------------------|-----------------------|
| Appropriation (All Funds)       | 70,000,000        | 71,018,242        | 63,036,002        | 41,403,550            |
| Less Reverted (All Funds)       | 0                 | (7,555)           | (7,613)           | (10,390)              |
| Less Restricted (All Funds)*    | 0                 | 0                 | 0                 | (88,170)              |
| Budget Authority (All Funds)    | 70,000,000        | 71,010,687        | 63,028,389        | 41,304,990            |
| Actual Expenditures (All Funds) | 25,489,482        | 35,783,223        | 31,488,542        | N/A                   |
| Unexpended (All Funds)          | <u>44,510,518</u> | <u>35,227,464</u> | <u>31,539,847</u> | N/A                   |
| Unexpended, by Fund:            |                   |                   |                   |                       |
| General Revenue                 | 0                 | 47,064            | 5,855             | N/A                   |
| Federal                         | 44,510,518        | 37,180,400        | 29,533,992        | N/A                   |
| Other                           | 0                 | 0                 | 2,000,000         | N/A                   |
|                                 | (1) and (2)       | (2) and (3)       |                   |                       |

\*Restricted amount is as of:

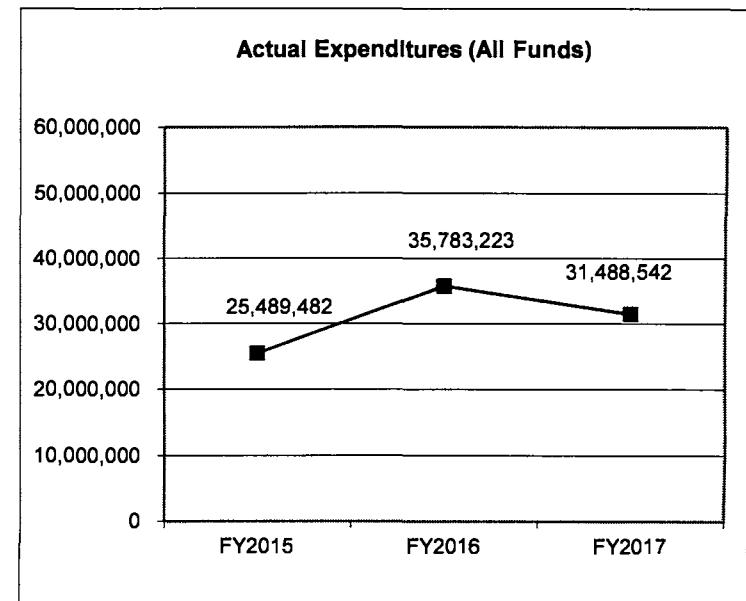
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Reverted includes Governor's standard 3 percent reserve (when applicable).

Restricted includes any extraordinary expenditure restriction (when applicable).

**NOTES:**

- (1) GR and Federal PS, E&E and corresponding FTE transferred from BCS Teams and consolidated under CDBG Program.
- (2) \$2M appropriation from Humanities Council Trust Fund was a one-time appropriation and expended in FY16.
- (3) Compliance Team PS, E&E and corresponding FTE transferred to the CDBG Program.



## CORE RECONCILIATION DETAIL

**DEPARTMENT OF ECONOMIC DEVELOPMENT**  
**CDBG PROGRAM**

**5. CORE RECONCILIATION DETAIL**

|   | Budget Class | FTE                           | GR             | Federal           | Other    | Total             | Explanation                           |
|---|--------------|-------------------------------|----------------|-------------------|----------|-------------------|---------------------------------------|
| <b>TAFF AFTER VETOES</b>                      |              |                               |                |                   |          |                   |                                       |
|   | PS           | 16.24                         | 169,992        | 806,966           | 0        | 976,958           |                                       |
|   | EE           | 0.00                          | 176,341        | 1,066,451         | 0        | 1,242,792         |                                       |
|   | PD           | 0.00                          | 0              | 39,183,800        | 0        | 39,183,800        |                                       |
|   | <b>Total</b> | <b>16.24</b>                  | <b>346,333</b> | <b>41,057,217</b> | <b>0</b> | <b>41,403,550</b> |                                       |
| <b>DEPARTMENT CORE ADJUSTMENTS</b>            |              |                               |                |                   |          |                   |                                       |
| Core Reallocation                             | 1699 9361    | PS                            | 0.00           | 0                 | 0        | 0                 | More closely align to budget actuals. |
|   |              | <b>NET DEPARTMENT CHANGES</b> | <b>0.00</b>    | <b>0</b>          | <b>0</b> | <b>0</b>          |                                       |
| <b>DEPARTMENT CORE REQUEST</b>                |              |                               |                |                   |          |                   |                                       |
|   | PS           | 16.24                         | 169,992        | 806,966           | 0        | 976,958           |                                       |
|   | EE           | 0.00                          | 176,341        | 1,066,451         | 0        | 1,242,792         |                                       |
|   | PD           | 0.00                          | 0              | 39,183,800        | 0        | 39,183,800        |                                       |
|   | <b>Total</b> | <b>16.24</b>                  | <b>346,333</b> | <b>41,057,217</b> | <b>0</b> | <b>41,403,550</b> |                                       |
| <b>GOVERNOR'S ADDITIONAL CORE ADJUSTMENTS</b> |              |                               |                |                   |          |                   |                                       |
| Core Reduction                                | 1989 9362    | EE                            | 0.00           | (88,170)          | 0        | 0                 | (88,170)                              |
|   |              | <b>NET GOVERNOR CHANGES</b>   | <b>0.00</b>    | <b>(88,170)</b>   | <b>0</b> | <b>0</b>          | <b>(88,170)</b>                       |
| <b>GOVERNOR'S RECOMMENDED CORE</b>            |              |                               |                |                   |          |                   |                                       |
|   | PS           | 16.24                         | 169,992        | 806,966           | 0        | 976,958           |                                       |
|   | EE           | 0.00                          | 88,171         | 1,066,451         | 0        | 1,154,622         |                                       |
|   | PD           | 0.00                          | 0              | 39,183,800        | 0        | 39,183,800        |                                       |
|   | <b>Total</b> | <b>16.24</b>                  | <b>258,163</b> | <b>41,057,217</b> | <b>0</b> | <b>41,315,380</b> |                                       |

**DEPARTMENT OF ECONOMIC DEVELOPMENT**
**DECISION ITEM SUMMARY**

| Budget Unit<br>Decision Item<br>Budget Object Summary<br>Fund | FY 2017<br>ACTUAL<br>DOLLAR | FY 2017<br>ACTUAL<br>FTE | FY 2018<br>BUDGET<br>DOLLAR | FY 2018<br>BUDGET<br>FTE | FY 2019<br>DEPT REQ<br>DOLLAR | FY 2019<br>DEPT REQ<br>FTE | FY 2019<br>GOV REC<br>DOLLAR | FY 2019<br>GOV REC<br>FTE |
|---|-----------------------------|--------------------------|-----------------------------|--------------------------|-------------------------------|----------------------------|------------------------------|---------------------------|
| <b>CDBG PROGRAM</b>   |                             |                          |                             |                          |                               |                            |                              |                           |
| CORE  |                             |                          |                             |                          |                               |                            |                              |                           |
| PERSONAL SERVICES   |                             |                          |                             |                          |                               |                            |                              |                           |
| GENERAL REVENUE   | 89,962                      | 1.32                     | 169,992                     | 5.65                     | 169,992                       | 5.65                       | 169,992                      | 5.65                      |
| DED-ED PRO-CDBG-ADMINISTRATION                                | 473,285                     | 10.34                    | 806,966                     | 10.59                    | 806,966                       | 10.59                      | 806,966                      | 10.59                     |
| TOTAL - PS  | 563,247                     | 11.66                    | 976,958                     | 16.24                    | 976,958                       | 16.24                      | 976,958                      | 16.24                     |
| EXPENSE & EQUIPMENT   |                             |                          |                             |                          |                               |                            |                              |                           |
| GENERAL REVENUE   | 103,730                     | 0.00                     | 176,341                     | 0.00                     | 176,341                       | 0.00                       | 88,171                       | 0.00                      |
| DED-ED PRO -CDBG- PASSTHROUGH                                 | 3,673                       | 0.00                     | 866,200                     | 0.00                     | 866,200                       | 0.00                       | 866,200                      | 0.00                      |
| DED-ED PRO-CDBG-ADMINISTRATION                                | 154,424                     | 0.00                     | 200,251                     | 0.00                     | 200,251                       | 0.00                       | 200,251                      | 0.00                      |
| TOTAL - EE  | 261,827                     | 0.00                     | 1,242,792                   | 0.00                     | 1,242,792                     | 0.00                       | 1,154,622                    | 0.00                      |
| PROGRAM-SPECIFIC  |                             |                          |                             |                          |                               |                            |                              |                           |
| GENERAL REVENUE   | 46,625                      | 0.00                     | 0                           | 0.00                     | 0                             | 0.00                       | 0                            | 0.00                      |
| DED-ED PRO -CDBG- PASSTHROUGH                                 | 30,616,843                  | 0.00                     | 39,133,800                  | 0.00                     | 39,133,800                    | 0.00                       | 39,133,800                   | 0.00                      |
| DED-ED PRO-CDBG-ADMINISTRATION                                | 0                           | 0.00                     | 50,000                      | 0.00                     | 50,000                        | 0.00                       | 50,000                       | 0.00                      |
| TOTAL - PD  | 30,663,468                  | 0.00                     | 39,183,800                  | 0.00                     | 39,183,800                    | 0.00                       | 39,183,800                   | 0.00                      |
| TOTAL   | 31,488,542                  | 11.66                    | 41,403,550                  | 16.24                    | 41,403,550                    | 16.24                      | 41,315,380                   | 16.24                     |
| Pay Plan - 0000012  |                             |                          |                             |                          |                               |                            |                              |                           |
| PERSONAL SERVICES   |                             |                          |                             |                          |                               |                            |                              |                           |
| GENERAL REVENUE   | 0                           | 0.00                     | 0                           | 0.00                     | 0                             | 0.00                       | 2,536                        | 0.00                      |
| DED-ED PRO-CDBG-ADMINISTRATION                                | 0                           | 0.00                     | 0                           | 0.00                     | 0                             | 0.00                       | 5,506                        | 0.00                      |
| TOTAL - PS  | 0                           | 0.00                     | 0                           | 0.00                     | 0                             | 0.00                       | 8,042                        | 0.00                      |
| TOTAL   | 0                           | 0.00                     | 0                           | 0.00                     | 0                             | 0.00                       | 8,042                        | 0.00                      |
| <b>GRAND TOTAL</b>  | <b>\$31,488,542</b>         | <b>11.66</b>             | <b>\$41,403,550</b>         | <b>16.24</b>             | <b>\$41,403,550</b>           | <b>16.24</b>               | <b>\$41,323,422</b>          | <b>16.24</b>              |

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**DEPARTMENT OF ECONOMIC DEVELOPMENT**
**DECISION ITEM DETAIL**

| Budget Unit                    | FY 2017        | FY 2017      | FY 2018        | FY 2018      | FY 2019        | FY 2019      | FY 2019        | FY 2019      |
|--------------------------------|----------------|--------------|----------------|--------------|----------------|--------------|----------------|--------------|
| Decision Item                  | ACTUAL         | ACTUAL       | BUDGET         | BUDGET       | DEPT REQ       | DEPT REQ     | GOV REC        | GOV REC      |
| Budget Object Class            | DOLLAR         | FTE          | DOLLAR         | FTE          | DOLLAR         | FTE          | DOLLAR         | FTE          |
| <b>CDBG PROGRAM</b>            |                |              |                |              |                |              |                |              |
| <b>CORE</b>                    |                |              |                |              |                |              |                |              |
| ADMIN OFFICE SUPPORT ASSISTANT | 4,603          | 0.15         | 18,815         | 0.63         | 18,815         | 1.23         | 18,815         | 1.23         |
| OFFICE SUPPORT ASSISTANT       | 0              | 0.00         | 1,511          | 0.00         | 0              | 0.00         | 0              | 0.00         |
| SR OFFICE SUPPORT ASSISTANT    | 0              | 0.00         | 16,681         | 0.61         | 0              | 0.00         | 0              | 0.00         |
| ACCOUNT CLERK II               | 28,893         | 0.92         | 16,803         | 0.62         | 34,995         | 0.92         | 34,995         | 0.92         |
| TRAINING TECH II               | 0              | 0.00         | 121            | 0.06         | 0              | 0.00         | 0              | 0.00         |
| MARKETING SPECIALIST I         | 5,283          | 0.15         | 18,713         | 0.45         | 18,713         | 0.45         | 18,713         | 0.45         |
| MARKETING SPECIALIST II        | 0              | 0.00         | 13,009         | 0.52         | 0              | 0.00         | 0              | 0.00         |
| MARKETING SPECIALIST III       | 27,958         | 0.55         | 73,443         | 0.50         | 73,443         | 0.90         | 73,443         | 0.90         |
| ECONOMIC DEV INCENTIVE SPEC I  | 69,140         | 2.10         | 101,245        | 1.50         | 66,963         | 1.12         | 66,963         | 1.12         |
| ECONOMIC DEV INCENTIVE SPEC II | 51,664         | 1.28         | 60,021         | 1.70         | 53,811         | 1.60         | 53,811         | 1.60         |
| ECONOMIC DEV INCENTIVE SPC III | 200,259        | 4.00         | 378,487        | 6.00         | 387,667        | 6.15         | 387,667        | 6.15         |
| COMMUNITY & ECONOMIC DEV MGRB1 | 38,404         | 0.69         | 67,884         | 0.25         | 67,884         | 0.62         | 67,884         | 0.62         |
| COMMUNITY & ECONOMIC DEV MGRB2 | 97,765         | 1.33         | 129,278        | 1.60         | 189,316        | 2.60         | 189,316        | 2.60         |
| DESIGNATED PRINCIPAL ASST DEPT | 0              | 0.00         | 13,536         | 1.00         | 0              | 0.00         | 0              | 0.00         |
| DIVISION DIRECTOR              | 15,573         | 0.15         | 43,062         | 0.15         | 43,062         | 0.15         | 43,062         | 0.15         |
| DESIGNATED PRINCIPAL ASST DIV  | 0              | 0.00         | 24,349         | 0.65         | 0              | 0.00         | 0              | 0.00         |
| MISCELLANEOUS PROFESSIONAL     | 1,133          | 0.02         | 0              | 0.00         | 0              | 0.00         | 0              | 0.00         |
| SPECIAL ASST PROFESSIONAL      | 22,572         | 0.32         | 0              | 0.00         | 22,289         | 0.50         | 22,289         | 0.50         |
| <b>TOTAL - PS</b>              | <b>563,247</b> | <b>11.66</b> | <b>976,958</b> | <b>16.24</b> | <b>976,958</b> | <b>16.24</b> | <b>976,958</b> | <b>16.24</b> |
| TRAVEL, IN-STATE               | 22,040         | 0.00         | 109,336        | 0.00         | 109,336        | 0.00         | 73,635         | 0.00         |
| TRAVEL, OUT-OF-STATE           | 6,228          | 0.00         | 8,911          | 0.00         | 8,911          | 0.00         | 7,666          | 0.00         |
| FUEL & UTILITIES               | 0              | 0.00         | 7,418          | 0.00         | 7,418          | 0.00         | 7,360          | 0.00         |
| SUPPLIES                       | 11,443         | 0.00         | 38,577         | 0.00         | 38,577         | 0.00         | 29,022         | 0.00         |
| PROFESSIONAL DEVELOPMENT       | 21,429         | 0.00         | 91,393         | 0.00         | 91,393         | 0.00         | 76,485         | 0.00         |
| COMMUNICATION SERV & SUPP      | 5,664          | 0.00         | 18,112         | 0.00         | 18,112         | 0.00         | 15,268         | 0.00         |
| PROFESSIONAL SERVICES          | 165,639        | 0.00         | 907,925        | 0.00         | 907,925        | 0.00         | 893,254        | 0.00         |
| HOUSEKEEPING & JANITORIAL SERV | 0              | 0.00         | 1              | 0.00         | 1              | 0.00         | 1              | 0.00         |
| M&R SERVICES                   | 23,420         | 0.00         | 17,323         | 0.00         | 17,323         | 0.00         | 9,822          | 0.00         |
| COMPUTER EQUIPMENT             | 0              | 0.00         | 3              | 0.00         | 3              | 0.00         | 2              | 0.00         |
| MOTORIZED EQUIPMENT            | 0              | 0.00         | 7,904          | 0.00         | 7,904          | 0.00         | 7,904          | 0.00         |
| OFFICE EQUIPMENT               | 1,287          | 0.00         | 4,872          | 0.00         | 4,872          | 0.00         | 4,864          | 0.00         |
| OTHER EQUIPMENT                | 420            | 0.00         | 3,657          | 0.00         | 3,657          | 0.00         | 3,649          | 0.00         |

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**DEPARTMENT OF ECONOMIC DEVELOPMENT**
**DECISION ITEM DETAIL**

| Budget Unit                | FY 2017<br>ACTUAL<br>DOLLAR | FY 2017<br>ACTUAL<br>FTE | FY 2018<br>BUDGET<br>DOLLAR | FY 2018<br>BUDGET<br>FTE | FY 2019<br>DEPT REQ<br>DOLLAR | FY 2019<br>DEPT REQ<br>FTE | FY 2019<br>GOV REC<br>DOLLAR | FY 2019<br>GOV REC<br>FTE |
|----------------------------|-----------------------------|--------------------------|-----------------------------|--------------------------|-------------------------------|----------------------------|------------------------------|---------------------------|
| <b>CDBG PROGRAM</b>        |                             |                          |                             |                          |                               |                            |                              |                           |
| <b>CORE</b>                |                             |                          |                             |                          |                               |                            |                              |                           |
| PROPERTY & IMPROVEMENTS    | 294                         | 0.00                     | 1,011                       | 0.00                     | 1,011                         | 0.00                       | 511                          | 0.00                      |
| BUILDING LEASE PAYMENTS    | 1,152                       | 0.00                     | 2,195                       | 0.00                     | 2,195                         | 0.00                       | 1,945                        | 0.00                      |
| EQUIPMENT RENTALS & LEASES | 0                           | 0.00                     | 4,764                       | 0.00                     | 4,764                         | 0.00                       | 3,933                        | 0.00                      |
| MISCELLANEOUS EXPENSES     | 2,811                       | 0.00                     | 7,391                       | 0.00                     | 7,391                         | 0.00                       | 7,302                        | 0.00                      |
| REBILLABLE EXPENSES        | 0                           | 0.00                     | 11,999                      | 0.00                     | 11,999                        | 0.00                       | 11,999                       | 0.00                      |
| <b>TOTAL - EE</b>          | <b>261,827</b>              | <b>0.00</b>              | <b>1,242,792</b>            | <b>0.00</b>              | <b>1,242,792</b>              | <b>0.00</b>                | <b>1,154,622</b>             | <b>0.00</b>               |
| PROGRAM DISTRIBUTIONS      | 30,663,468                  | 0.00                     | 39,183,800                  | 0.00                     | 39,183,800                    | 0.00                       | 39,183,800                   | 0.00                      |
| <b>TOTAL - PD</b>          | <b>30,663,468</b>           | <b>0.00</b>              | <b>39,183,800</b>           | <b>0.00</b>              | <b>39,183,800</b>             | <b>0.00</b>                | <b>39,183,800</b>            | <b>0.00</b>               |
| <b>GRAND TOTAL</b>         | <b>\$31,488,542</b>         | <b>11.66</b>             | <b>\$41,403,550</b>         | <b>16.24</b>             | <b>\$41,403,550</b>           | <b>16.24</b>               | <b>\$41,315,380</b>          | <b>16.24</b>              |
| GENERAL REVENUE            | \$240,317                   | 1.32                     | \$346,333                   | 5.65                     | \$346,333                     | 5.65                       | \$258,163                    | 5.65                      |
| FEDERAL FUNDS              | \$31,248,225                | 10.34                    | \$41,057,217                | 10.59                    | \$41,057,217                  | 10.59                      | \$41,057,217                 | 10.59                     |
| OTHER FUNDS                | \$0                         | 0.00                     | \$0                         | 0.00                     | \$0                           | 0.00                       | \$0                          | 0.00                      |

## PROGRAM DESCRIPTION

**Department: Economic Development**

**Program Name: Community Development Block Grant Program**

**Program is found in the following core budget(s): CDBG Program**

**1a. What strategic priority does this program address?**

Empower Missouri's Communities

**1b. What does this program do?**

- The Community Development Block Grant (CDBG) program provides grant funding for community development projects that must meet one or more of the following criteria: (1) benefit at least 51% low and moderate income persons; (2) eliminate slum and blight; or (3) meet urgent threats to health and safety.
- CDBG is a flexible, federally-funded program that provides grants to non-entitlement cities (municipalities with populations under 50,000) and counties (with populations under 200,000) with resources to address a wide range of unique community development needs.
- Typical projects include: (1) infrastructure expansion and improvement (water, sewer, bridge, street, drainage); (2) community facility improvements and additions (senior centers, food banks, fire stations, child education centers, etc.); (3) projects that help communities with demolition of vacant, dilapidated structures; (4) economic development to help communities grow local businesses, attract new businesses, and provide crucial capital to spur entrepreneurship; and (5) emergency funding that provides assistance to communities to address conditions that pose a serious and immediate threat to the health and welfare of the community.

**2. What is the authorization for this program, i.e., federal or state statute, etc.? (Include the federal program number, if applicable.)**

42 USC Section 5301 et. Seq., 24 CFR Part 570, and the MO Consolidated Plan submitted to the US Dept of Housing and Urban Development.

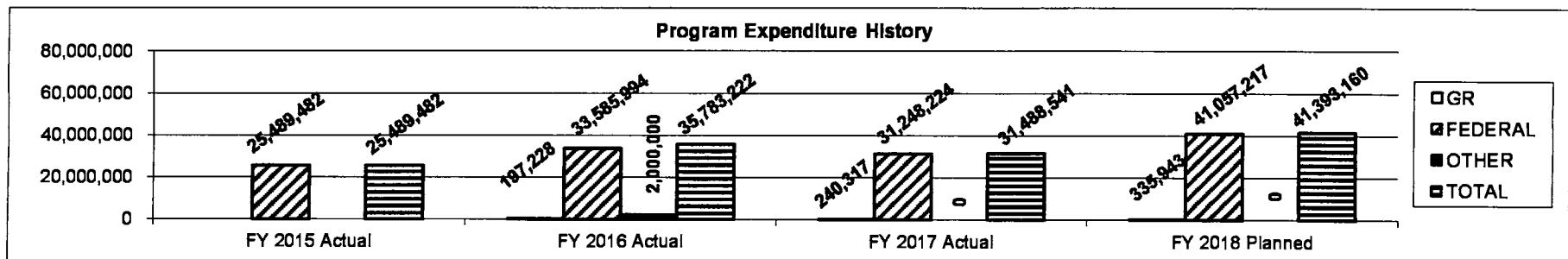
**3. Are there federal matching requirements? If yes, please explain.**

\$1 for \$1 match required for a portion of the administrative funds. The applicable administrative funds equal 2% of the total appropriation. Soft costs are an eligible match.

**4. Is this a federally mandated program? If yes, please explain.**

The program is a formula block grant provided to the State of Missouri; 70% of which is provided to the entitlement cities, 30% of which is provided to the non-entitlement balance of the state. That 30% portion is administered by DED.

**5. Provide actual expenditures for the prior three fiscal years and planned expenditures for the current fiscal year.**



Note 1: In FY16, GR and Federal PS, E&E and corresponding FTE transferred from BCS Teams and were consolidated under CDBG program.

Note 2: Planned Expenditures for GR reflect 3% Governor's Reserve.

**6. What are the sources of the "Other" funds?**

FY16: Missouri Humanities Council Trust Fund (0177) for one-time appropriation expended in FY16.

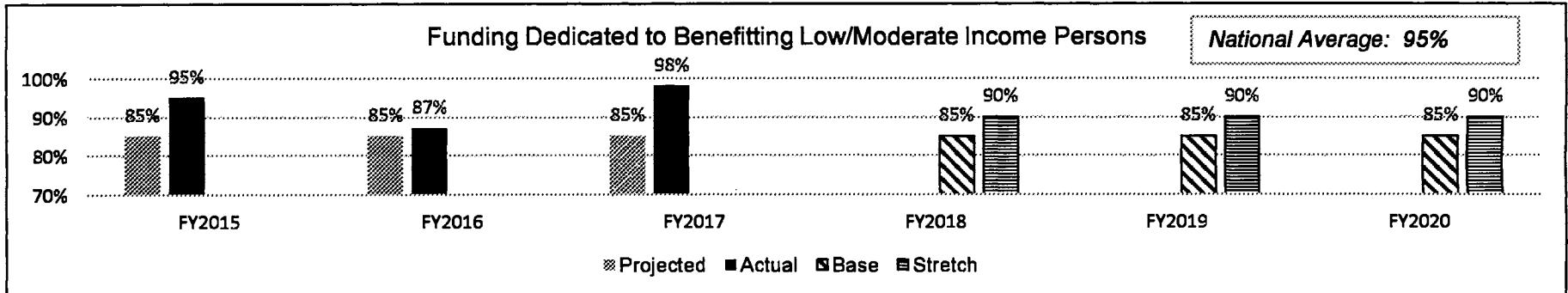
## PROGRAM DESCRIPTION

**Department:** Economic Development

**Program Name:** Community Development Block Grant Program

**Program is found in the following core budget(s):** CDBG Program

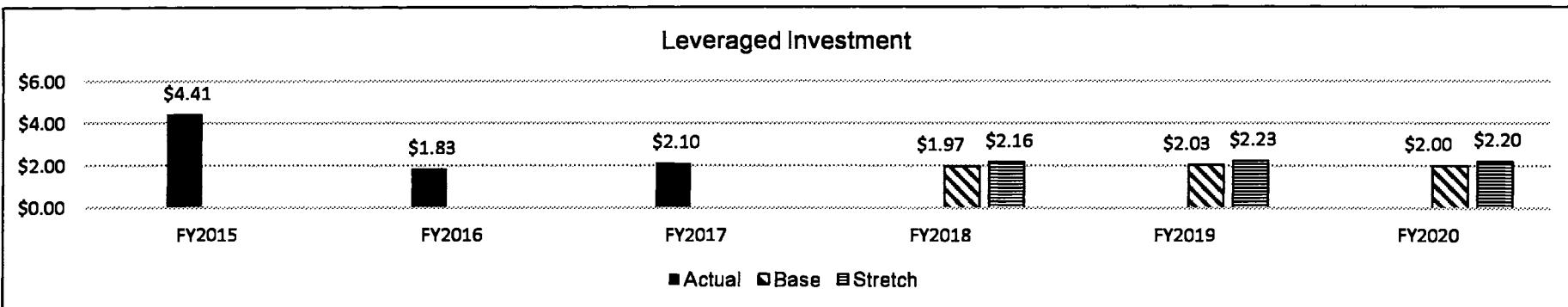
**7a. Provide an effectiveness measure.**



Note 1: Calculated by dividing the dollar amount of approved projects in a FY that will benefit LMI persons by the total dollar amount of the grant.

Note 2: HUD requires that a minimum of 70% of the state's annual allocation be awarded on projects benefitting low and moderate income (LMI) persons; however, it is Missouri's goal that at least 85% of the projects will benefit LMI persons, so this is the Base target.

Note 3: Stretch target is set at 90% due to the fact that demolition (slum and blight national objective) and emergency (urgent threat national objective) projects will also need to be funded, and those national objectives do not require a 51% LMI benefit.



Note 1: Calculation based on leveraged project investment of completed projects divided by CDBG grant expenditures. Leveraged funds are non-CDBG funds (local, state, federal, or private) that are used in conjunction with CDBG funds to aid in financing a particular project.

Note 2: Base target is average of previous 2 years and Stretch target is a 10% increase over Base.

Note 3: This is a new measure; therefore, Projected data for FY15, FY16 and FY17 is not available.

## PROGRAM DESCRIPTION

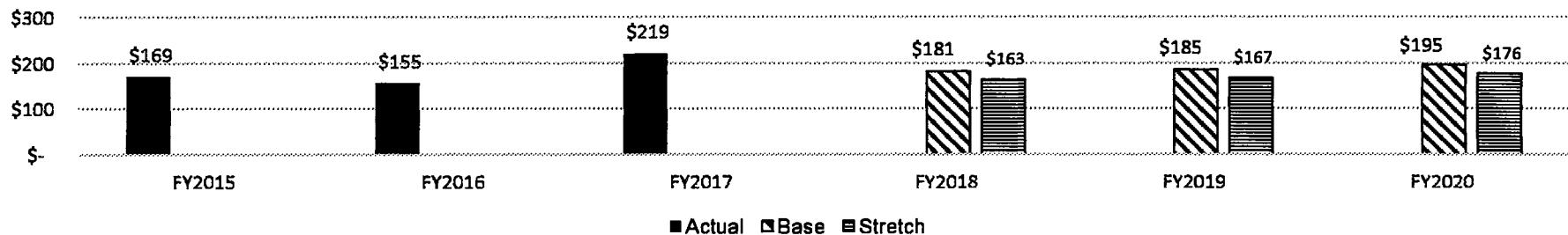
**Department: Economic Development**

**Program Name: Community Development Block Grant Program**

**Program is found in the following core budget(s): CDBG Program**

**7b. Provide an efficiency measure.**

**Cost Per Beneficiary**



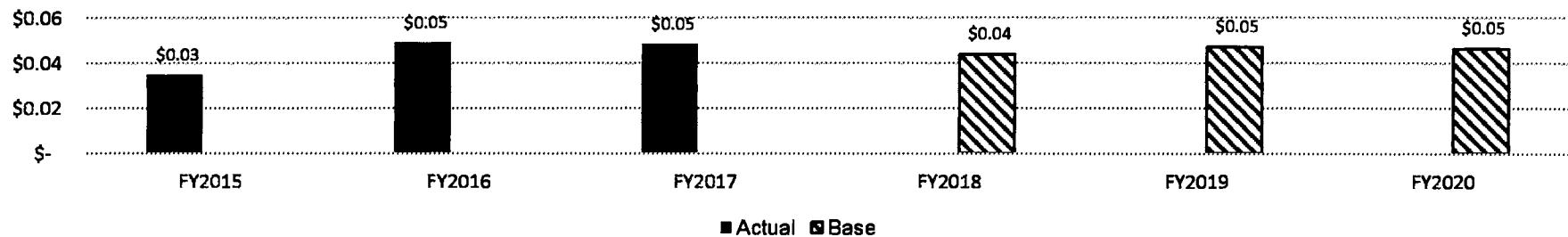
Note 1: Costs were based on the amount of grant funds awarded to the closed projects in each fiscal year divided by the number of beneficiaries served.

Note 2: A beneficiary is defined as a person who has been served by, or who has benefitted from, a CDBG project completed in a particular fiscal year (51% of beneficiaries must be low to moderate income persons.)

Note 3: Base target is average of previous 3 years and Stretch target is a 10% decrease over Base.

Note 4: This is a new measure; therefore, Projected data for FY15, FY16 and FY17 is not available.

**Operating Cost Ratio**



Note 1: This ratio depicts the administrative costs of operating the CDBG program versus the amount of grant funds expended.

Note 2: Base is average of previous 3 years. Not including Stretch as program already operating very lean.

Note 3: This is a new measure; therefore, Projected data for FY15, FY16 and FY17 is not available.

## PROGRAM DESCRIPTION

**Department: Economic Development**

**Program Name: Community Development Block Grant Program**

**Program is found in the following core budget(s): CDBG Program**

**7c. Provide the number of clients/individuals served, if applicable.**

|                         | FY2015    |          | FY2016    |         | FY2017    |         | FY2018    | FY2019    | FY2020    |
|-------------------------|-----------|----------|-----------|---------|-----------|---------|-----------|-----------|-----------|
|                         | Projected | Actual   | Projected | Actual  | Projected | Actual  | Projected | Projected | Projected |
| Number of CDBG Projects | N/A       | 80       | N/A       | 57      | N/A       | 73      | 70        | 67        | 70        |
| Beneficiaries Served    | N/A       | 121,868  | N/A       | 107,088 | N/A       | 84,214  | 104,390   | 98,564    | 95,723    |
| Leveraged Funds         | N/A       | \$90.85M | N/A       | \$30.4M | N/A       | \$38.8M | \$34.6M   | \$34.6M   | \$36.0M   |

Note 1: Amounts are based on completed projects per Fiscal Year.

Note 2: A beneficiary is defined as a person who has been served by, or who has benefitted from, a CDBG project completed in a particular fiscal year (51% of beneficiaries must be low to moderate income persons.)

Note 3: Projected based on average of previous 3 years.

Note 4: This is a new measure; therefore, Projected data for FY15, FY16 and FY17 is not available.

**7d. Provide a customer satisfaction measure, if available.**

BCS will create a ten question survey for stakeholders related to the program. Five questions will be common across the Division. Five questions will be specific to the activities of this program. The five common questions will be aggregated annually and benchmarked against a baseline for division wide improvement. The five questions specific to the program will be aggregated annually and benchmarked against a baseline for improvements to this program.

*Regarding the five questions specific to the program, the CDBG grantees will complete the survey. The survey will be completed during the close-out of project. In order for the questions to be compiled in a data format, a satisfaction ranking survey(1-10 or agree/not agree) will most likely have to be utilized. For example: Do you feel the recently completed CDBG project enhanced the economic growth in your community? Please rank 1-10 or agree/disagree.*

## CORE DECISION ITEM

| <b>Department:</b> Economic Development<br><b>Division:</b> Business and Community Services<br><b>Core:</b> State Small Business Credit Initiative (SSBCI) | <b>Budget Unit</b> <u>42170C</u> |   |             |                  |
|--|----------------------------------|---|-------------|------------------|
| <b>1. CORE FINANCIAL SUMMARY</b>   |                                  |   |             |                  |
| <b>FY 2019 Budget Request</b>  |                                  |   |             |                  |
|  | GR                               | Federal   | Other       | Total            |
| <b>PS</b>  | 0                                | 0   | 0           | 0                |
| <b>EE</b>  | 0                                | 0   | 0           | 0                |
| <b>PSD</b>   | 0                                | 2,000,000   | 0           | 2,000,000        |
| <b>TRF</b>   | 0                                | 0   | 0           | 0                |
| <b>Total</b>   | <b>0</b>                         | <b>2,000,000</b>  | <b>0</b>    | <b>2,000,000</b> |
| <br><b>FTE</b>   | <b>0.00</b>                      | <b>0.00</b>   | <b>0.00</b> | <b>0.00</b>      |
| <br><b>Est. Fringe</b>   | 0                                | 0   | 0           | 0                |
| <i>Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.</i>                     |                                  |   |             |                  |
| Other Funds:<br>Notes:   |                                  |   |             |                  |
| <b>2. CORE DESCRIPTION</b>   |                                  | <p>The State Small Business Credit Initiative (SSBCI) Act of 2010 appropriated funds to be disbursed by the U.S. Department of Treasury to states that have created programs to increase the amount of private capital made available to small businesses and to cover reasonable administrative expenses. The State of Missouri was approved to receive an allocation of \$26.9 million through the Department of Economic Development, which implemented programs to assist Missouri small businesses in accessing credit and venture capital to create jobs for Missourians. Missouri's approved plan dedicates \$20.9 million to establish the high-tech Missouri Innovation, Development and Entrepreneurial Advancement (IDEA) seed and venture capital funds and \$6 million to the Grow Missouri Loan Participation Fund.</p> |             |                  |
| <b>3. PROGRAM LISTING (list programs included in this core funding)</b>  |                                  |   |             |                  |
| State Small Business Credit Initiative   |                                  |   |             |                  |

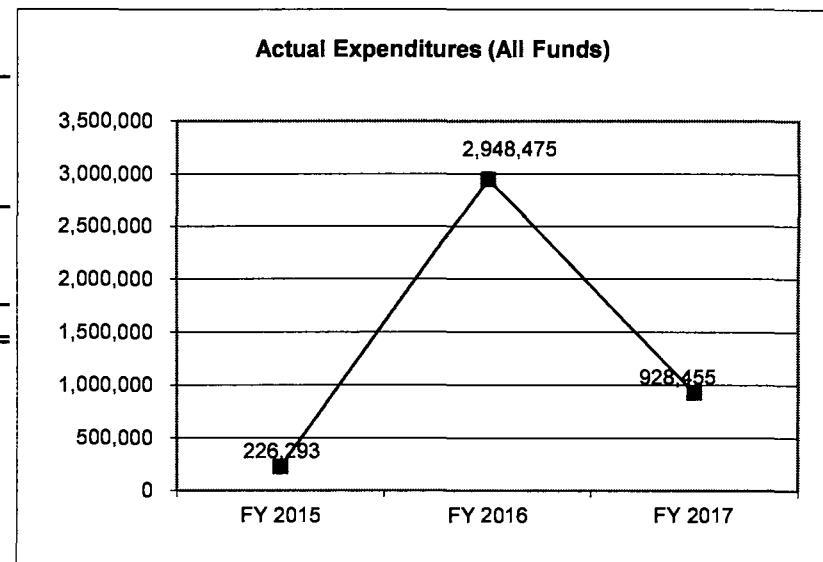
## CORE DECISION ITEM

**Department: Economic Development**  
**Division: Business and Community Services**  
**Core: State Small Business Credit Initiative (SSBCI)**

Budget Unit 42170C

### 4. FINANCIAL HISTORY

|                                 | FY 2015<br>Actual | FY 2016<br>Actual | FY 2017<br>Actual | FY 2018<br>Current Yr. |
|---------------------------------|-------------------|-------------------|-------------------|------------------------|
| Appropriation (All Funds)       | 9,386,222         | 9,386,222         | 9,386,222         | 6,000,000              |
| Less Reverted (All Funds)       | 0                 | 0                 | 0                 | 0                      |
| Less Restricted (All Funds)*    | 0                 | 0                 | 0                 | 0                      |
| Budget Authority (All Funds)    | 9,386,222         | 9,386,222         | 9,386,222         | 6,000,000              |
| Actual Expenditures (All Funds) | 226,293           | 2,948,475         | 928,455           | N/A                    |
| Unexpended (All Funds)          | <u>9,159,929</u>  | <u>6,437,747</u>  | <u>8,457,767</u>  | <u>N/A</u>             |
| Unexpended, by Fund:            |                   |                   |                   |                        |
| General Revenue                 | 0                 | 0                 | 0                 | N/A                    |
| Federal                         | 9,159,929         | 6,437,747         | 8,457,767         | N/A                    |
| Other                           | 0                 | 0                 | 0                 | N/A                    |



\*Restricted amount is as of: \_\_\_\_\_

Reverted includes Governor's standard 3 percent reserve (when applicable).

Restricted includes any extraordinary expenditure restriction (when applicable).

### NOTES:

## CORE RECONCILIATION DETAIL

### DEPARTMENT OF ECONOMIC DEVELOPMENT

#### SMALL BUSINESS CREDIT

#### 5. CORE RECONCILIATION DETAIL

|                                    | Budget Class                  | FTE         | GR       | Federal            | Other       | Total              | Explanation   |
|------------------------------------|-------------------------------|-------------|----------|--------------------|-------------|--------------------|---|
| <b>TAFF AFTER VETOES</b>           |                               |             |          |                    |             |                    |   |
|                                    | PD                            | 0.00        | 0        | 6,000,000          | 0           | 6,000,000          |   |
|                                    | <b>Total</b>                  | <b>0.00</b> | <b>0</b> | <b>6,000,000</b>   | <b>0</b>    | <b>6,000,000</b>   |   |
| <b>DEPARTMENT CORE ADJUSTMENTS</b> |                               |             |          |                    |             |                    |   |
| Core Reduction                     | 1627 8089                     | PD          | 0.00     | 0                  | (1,000,000) | 0                  | (1,000,000) Core reduction to reflect decreased spending. |
| Core Reduction                     | 1627 8088                     | PD          | 0.00     | 0                  | (3,000,000) | 0                  | (3,000,000) Core reduction to reflect decreased spending. |
|                                    | <b>NET DEPARTMENT CHANGES</b> | <b>0.00</b> | <b>0</b> | <b>(4,000,000)</b> | <b>0</b>    | <b>(4,000,000)</b> |   |
| <b>DEPARTMENT CORE REQUEST</b>     |                               |             |          |                    |             |                    |   |
|                                    | PD                            | 0.00        | 0        | 2,000,000          | 0           | 2,000,000          |   |
|                                    | <b>Total</b>                  | <b>0.00</b> | <b>0</b> | <b>2,000,000</b>   | <b>0</b>    | <b>2,000,000</b>   |   |
| <b>GOVERNOR'S RECOMMENDED CORE</b> |                               |             |          |                    |             |                    |   |
|                                    | PD                            | 0.00        | 0        | 2,000,000          | 0           | 2,000,000          |   |
|                                    | <b>Total</b>                  | <b>0.00</b> | <b>0</b> | <b>2,000,000</b>   | <b>0</b>    | <b>2,000,000</b>   |   |

**DEPARTMENT OF ECONOMIC DEVELOPMENT**
**DECISION ITEM SUMMARY**
**Budget Unit**

| Decision Item                 | FY 2017<br>ACTUAL<br>DOLLAR | FY 2017<br>ACTUAL<br>FTE | FY 2018<br>BUDGET<br>DOLLAR | FY 2018<br>BUDGET<br>FTE | FY 2019<br>DEPT REQ<br>DOLLAR | FY 2019<br>DEPT REQ<br>FTE | FY 2019<br>GOV REC<br>DOLLAR | FY 2019<br>GOV REC<br>FTE |
|-------------------------------|-----------------------------|--------------------------|-----------------------------|--------------------------|-------------------------------|----------------------------|------------------------------|---------------------------|
| <b>BUDGET OBJECT SUMMARY</b>  |                             |                          |                             |                          |                               |                            |                              |                           |
| Fund                          |                             |                          |                             |                          |                               |                            |                              |                           |
| <b>SMALL BUSINESS CREDIT</b>  |                             |                          |                             |                          |                               |                            |                              |                           |
| CORE                          |                             |                          |                             |                          |                               |                            |                              |                           |
| PROGRAM-SPECIFIC              |                             |                          |                             |                          |                               |                            |                              |                           |
| DED-ED PROGRAMS-FEDERAL OTHER | 928,455                     | 0.00                     | 6,000,000                   | 0.00                     | 2,000,000                     | 0.00                       | 2,000,000                    | 0.00                      |
| TOTAL - PD                    | 928,455                     | 0.00                     | 6,000,000                   | 0.00                     | 2,000,000                     | 0.00                       | 2,000,000                    | 0.00                      |
| <b>TOTAL</b>                  | <b>928,455</b>              | <b>0.00</b>              | <b>6,000,000</b>            | <b>0.00</b>              | <b>2,000,000</b>              | <b>0.00</b>                | <b>2,000,000</b>             | <b>0.00</b>               |
| <b>GRAND TOTAL</b>            | <b>\$928,455</b>            | <b>0.00</b>              | <b>\$6,000,000</b>          | <b>0.00</b>              | <b>\$2,000,000</b>            | <b>0.00</b>                | <b>\$2,000,000</b>           | <b>0.00</b>               |

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**DEPARTMENT OF ECONOMIC DEVELOPMENT**
**DECISION ITEM DETAIL**

| Budget Unit                  | FY 2017<br>ACTUAL<br>DOLLAR | FY 2017<br>ACTUAL<br>FTE | FY 2018<br>BUDGET<br>DOLLAR | FY 2018<br>BUDGET<br>FTE | FY 2019<br>DEPT REQ<br>DOLLAR | FY 2019<br>DEPT REQ<br>FTE | FY 2019<br>GOV REC<br>DOLLAR | FY 2019<br>GOV REC<br>FTE |
|------------------------------|-----------------------------|--------------------------|-----------------------------|--------------------------|-------------------------------|----------------------------|------------------------------|---------------------------|
| <b>SMALL BUSINESS CREDIT</b> |                             |                          |                             |                          |                               |                            |                              |                           |
| <b>CORE</b>                  |                             |                          |                             |                          |                               |                            |                              |                           |
| PROGRAM DISTRIBUTIONS        | 928,455                     | 0.00                     | 6,000,000                   | 0.00                     | 2,000,000                     | 0.00                       | 2,000,000                    | 0.00                      |
| TOTAL - PD                   | 928,455                     | 0.00                     | 6,000,000                   | 0.00                     | 2,000,000                     | 0.00                       | 2,000,000                    | 0.00                      |
| <b>GRAND TOTAL</b>           | <b>\$928,455</b>            | <b>0.00</b>              | <b>\$6,000,000</b>          | <b>0.00</b>              | <b>\$2,000,000</b>            | <b>0.00</b>                | <b>\$2,000,000</b>           | <b>0.00</b>               |
| GENERAL REVENUE              | \$0                         | 0.00                     | \$0                         | 0.00                     | \$0                           | 0.00                       | \$0                          | 0.00                      |
| FEDERAL FUNDS                | \$928,455                   | 0.00                     | \$6,000,000                 | 0.00                     | \$2,000,000                   | 0.00                       | \$2,000,000                  | 0.00                      |
| OTHER FUNDS                  | \$0                         | 0.00                     | \$0                         | 0.00                     | \$0                           | 0.00                       | \$0                          | 0.00                      |

## PROGRAM DESCRIPTION

**Department: Economic Development**

**Program Name: State Small Business Credit Initiative (SSBCI)**

**Program is found in the following core budget(s): State Small Business Credit Initiative**

**1a. What strategic priority does this program address?**

Grow Missouri's Businesses

**1b. What does this program do?**

- The State Small Business Credit Initiative (SSBCI) was created by the federal Small Business Jobs Act of 2010 which authorized the U.S. Department of Treasury to disburse federal funds to state programs in order to increase the amount of private capital made available to small businesses through debt and equity financing.
- The State of Missouri was approved to receive an allocation of \$27 million through the Department of Economic Development.
- Missouri's approved plan dedicated \$24.8 million to establish the high-tech Missouri Innovation, Development and Entrepreneurial Advancement (IDEA) seed and venture capital funds and \$2.2 million to the Grow Missouri Loan Participation Fund.
- The IDEA program was administered by the Missouri Technology Corporation and provided equity, convertible debt and low-interest debt financing to startup and early-stage technology-driven businesses through co-investment with private investors on private market financial terms to help high-tech Missouri entrepreneurs overcome the principal challenges of launching new technology start-ups by accelerating private investment that resulted in high-paying jobs in targeted high-tech clusters.
- The Grow Missouri Loan program was administered by the DED Division of Business and Community Service and provided a flexible loan to targeted companies in order to facilitate the complete funding of a business expansion or retention project.

**2. What is the authorization for this program, i.e., federal or state statute, etc.? (Include the federal program number, if applicable.)**

Title III of the Small Business Jobs Act of 2010, Public Law 111-240, 124 Stat. 2568, 2582

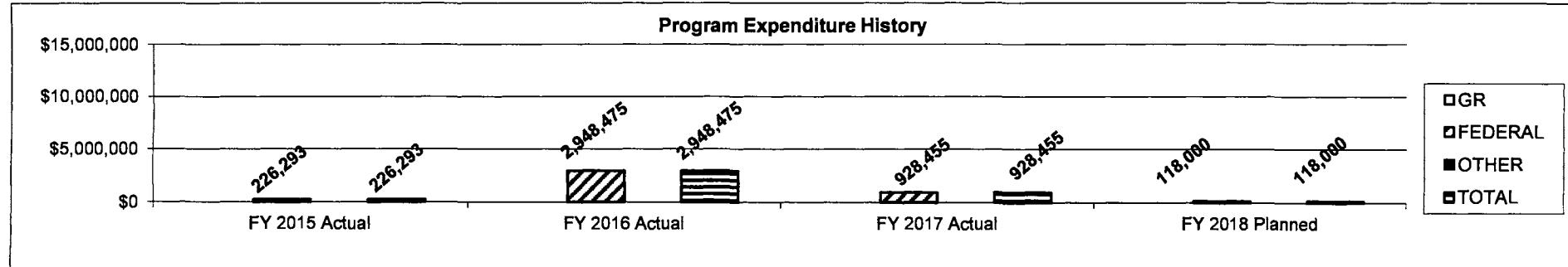
**3. Are there federal matching requirements? If yes, please explain.**

No.

**4. Is this a federally mandated program? If yes, please explain.**

No.

**5. Provide actual expenditures for the prior three fiscal years and planned expenditures for the current fiscal year.**



**6. What are the sources of the "Other" funds?**

N/A

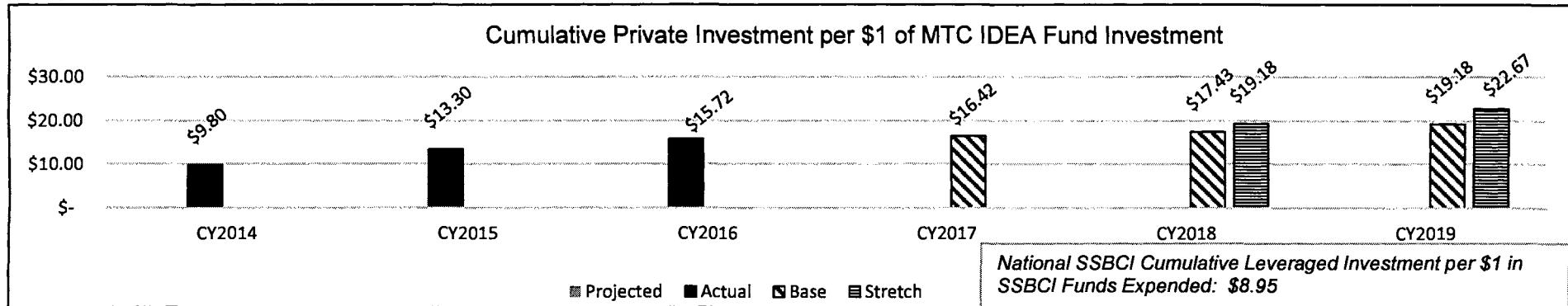
## PROGRAM DESCRIPTION

**Department: Economic Development**

**Program Name: State Small Business Credit Initiative (SSBCI)**

**Program is found in the following core budget(s): State Small Business Credit Initiative**

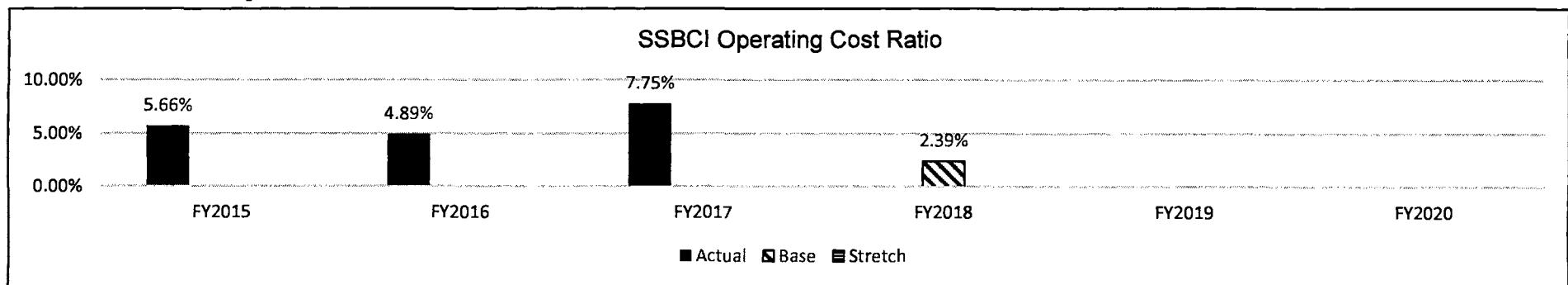
**7a. Provide an effectiveness measure.**



Note 1: The cumulative leveraged investment ratio is calculated by dividing the total amount of leveraged capital by the amount of SSBCI funds invested over the life of the program. This ratio is one that is tracked and reported by the U.S. Department of Treasury. The Small Business Jobs Act set an aspirational target of \$10:\$1.

Note 2: SSBCI funding will be exhausted in FY2018; however, Base and Stretch Targets for CY17-CY19 reflect subsequent private financing of existing portfolio companies.

**7b. Provide an efficiency measure.**



Note 1: The SSBCI Operating Cost Ratio is the operating costs to administer SSBCI investments shown as a percentage of the amount of SSBCI funds delivered to businesses.

Note 2: SSBCI funding will be exhausted in FY2018; therefore, Base Targets for FY19 and FY20 and Stretch Targets for FY18-FY20 are not provided.

## PROGRAM DESCRIPTION

**Department: Economic Development**

**Program Name: State Small Business Credit Initiative (SSBCI)**

**Program is found in the following core budget(s): State Small Business Credit Initiative**

**7c. Provide the number of clients/individuals served, if applicable.**

|                               | FY2015    |        | FY2016    |        | FY2017    |        | FY2018    | FY2019    | FY2020    |
|-------------------------------|-----------|--------|-----------|--------|-----------|--------|-----------|-----------|-----------|
|                               | Projected | Actual | Projected | Actual | Projected | Actual | Projected | Projected | Projected |
| Number of IDEA Co-Investments | 10        | 16     | 10        | 8      | 6         | 9      | 8         |           |           |

Note 1: DED received 29 applications for the GROW loan program; 26 applications were withdrawn or denied funding due to ineligibility or unavailable funds. Three projects were approved totaling \$2.1M. Due to low activity, DED transferred the balance of SSBCI funds to the MTC's IDEA program in FY2014. This transaction was approved by the U.S. Department of Treasury.

Note 2: SSBCI funding will be exhausted in FY2018; therefore, Projected amounts for FY19 and FY20 are not provided.

**7d. Provide a customer satisfaction measure, if available.**

SSBCI funding will be exhausted in FY2018.

**CORE DECISION ITEM**

**Department:** Economic Development  
**Division:** Business and Community Services  
**Core:** Main Street Program

Budget Unit 42140C

**1. CORE FINANCIAL SUMMARY**

|              | FY 2019 Budget Request |          |               | Total          |
|--------------|------------------------|----------|---------------|----------------|
|              | GR                     | Federal  | Other         |                |
| PS           | 0                      | 0        | 0             | 0              |
| EE           | 0                      | 0        | 0             | 0              |
| PSD          | 157,386                | 0        | 42,614        | 200,000        |
| TRF          | 0                      | 0        | 0             | 0              |
| <b>Total</b> | <b>157,386</b>         | <b>0</b> | <b>42,614</b> | <b>200,000</b> |
| <br>FTE      | <br>0.00               | <br>0.00 | <br>0.00      | <br>0.00       |

|                    |   |   |   |   |
|--------------------|---|---|---|---|
| <b>Est. Fringe</b> | 0 | 0 | 0 | 0 |
|--------------------|---|---|---|---|

Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

Other Funds: Economic Development Advancement Fund (0783)

Notes:

|              | FY 2019 Governor's Recommendation |          |          |          |
|--------------|-----------------------------------|----------|----------|----------|
|              | GR                                | Fed      | Other    | Total    |
| PS           | 0                                 | 0        | 0        | 0        |
| EE           | 0                                 | 0        | 0        | 0        |
| PSD          | 0                                 | 0        | 0        | 0        |
| TRF          | 0                                 | 0        | 0        | 0        |
| <b>Total</b> | <b>0</b>                          | <b>0</b> | <b>0</b> | <b>0</b> |

|            |             |             |             |             |
|------------|-------------|-------------|-------------|-------------|
| <b>FTE</b> | <b>0.00</b> | <b>0.00</b> | <b>0.00</b> | <b>0.00</b> |
|------------|-------------|-------------|-------------|-------------|

|                    |   |   |   |   |
|--------------------|---|---|---|---|
| <b>Est. Fringe</b> | 0 | 0 | 0 | 0 |
|--------------------|---|---|---|---|

Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

Other Funds: Economic Development Advancement Fund (0783)

Notes:

**2. CORE DESCRIPTION**

This core decision item establishes the spending authority for the Main Street Program, administered by the Missouri Main Street Connection (MMSC), a non-profit. The Department of Economic Development (DED) contracts with the National Main Street and MMSC programs on behalf of Missouri communities. The program provides technical assistance and training for cities' governments, business organizations, merchants and property owners to accomplish community and economic revitalization and development of older central business districts and neighborhoods.

The National Main Street Center provides the services of a Senior Program Officer to review the communities progress and accomplishments and to determine if they are meeting the 10 designated criteria established by National Main Street Center to become nationally recognized.

**3. PROGRAM LISTING (list programs included in this core funding)**

Main Street Program

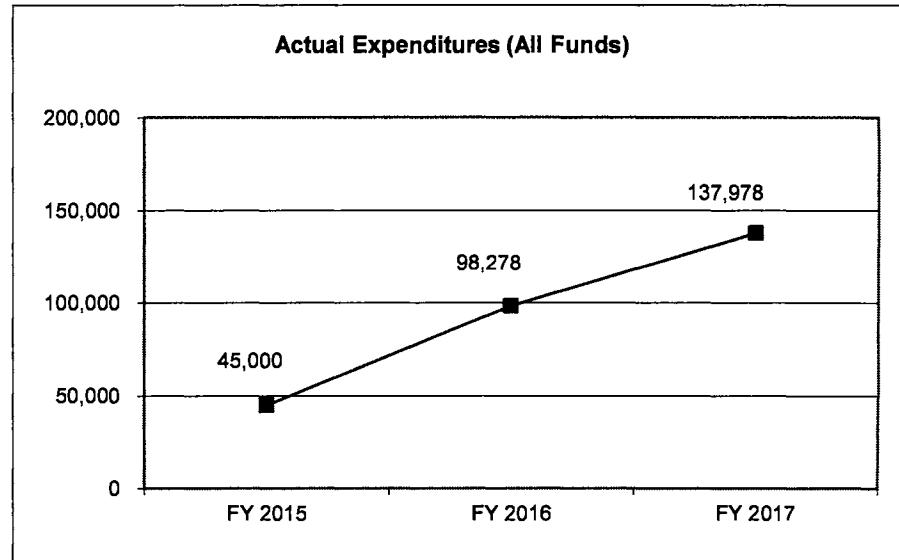
**CORE DECISION ITEM**

**Department:** Economic Development  
**Division:** Business and Community Services  
**Core:** Main Street Program

Budget Unit **42140C**

**4. FINANCIAL HISTORY**

|                                 | FY 2015<br>Actual | FY 2016<br>Actual | FY 2017<br>Actual | FY 2018<br>Current Yr. |
|---------------------------------|-------------------|-------------------|-------------------|------------------------|
| Appropriation (All Funds)       | 82,614            | 100,000           | 200,000           | 200,000                |
| Less Reverted (All Funds)       | 0                 | (1,722)           | (4,722)           | (4,722)                |
| Less Restricted (All Funds)*    | 0                 | 0                 | (57,300)          |                        |
| Budget Authority (All Funds)    | 82,614            | 98,278            | 137,978           | 195,278                |
| Actual Expenditures (All Funds) | 45,000            | 98,278            | 137,978           | N/A                    |
| Unexpended (All Funds)          | 37,614            | 0                 | 0                 | N/A                    |
| Unexpended, by Fund:            |                   |                   |                   |                        |
| General Revenue                 | 0                 | 0                 | 0                 | N/A                    |
| Federal                         | 0                 | 0                 | 0                 | N/A                    |
| Other                           | 37,614            | 0                 | 0                 | N/A                    |
|                                 | (1)               | (2)               | (3)               |                        |



\*Restricted amount is as of: \_\_\_\_\_

Reverted includes Governor's standard 3 percent reserve (when applicable).

Restricted includes any extraordinary expenditure restriction (when applicable).

**NOTES:**

- (1) Source of appropriation was EDAF (0783) and BEST (0280), but contract amount remained \$45,000.
- (2) Source of appropriation was GR and EDAF (0783).
- (3) GR restriction.

## CORE RECONCILIATION DETAIL

### DEPARTMENT OF ECONOMIC DEVELOPMENT

#### MAINSTREET PROGRAM

#### 5. CORE RECONCILIATION DETAIL

|   | Budget Class | FTE         | GR               | Federal  | Other           | Total            | Explanation |
|---|--------------|-------------|------------------|----------|-----------------|------------------|-------------|
| <b>TAFF AFTER VETOES</b>                      |              |             |                  |          |                 |                  |             |
|   | PD           | 0.00        | 157,386          | 0        | 42,614          | 200,000          |             |
|   | <b>Total</b> | <b>0.00</b> | <b>157,386</b>   | <b>0</b> | <b>42,614</b>   | <b>200,000</b>   |             |
| <b>DEPARTMENT CORE REQUEST</b>                |              |             |                  |          |                 |                  |             |
|   | PD           | 0.00        | 157,386          | 0        | 42,614          | 200,000          |             |
|   | <b>Total</b> | <b>0.00</b> | <b>157,386</b>   | <b>0</b> | <b>42,614</b>   | <b>200,000</b>   |             |
| <b>GOVERNOR'S ADDITIONAL CORE ADJUSTMENTS</b> |              |             |                  |          |                 |                  |             |
| Core Reduction 1988 9607                      | PD           | 0.00        | (157,386)        | 0        | 0               | (157,386)        |             |
| Core Reduction 1988 8657                      | PD           | 0.00        | 0                | 0        | (42,614)        | (42,614)         |             |
| <b>NET GOVERNOR CHANGES</b>                   |              | <b>0.00</b> | <b>(157,386)</b> | <b>0</b> | <b>(42,614)</b> | <b>(200,000)</b> |             |
| <b>GOVERNOR'S RECOMMENDED CORE</b>            |              |             |                  |          |                 |                  |             |
|   | PD           | 0.00        | 0                | 0        | 0               | 0                |             |
|   | <b>Total</b> | <b>0.00</b> | <b>0</b>         | <b>0</b> | <b>0</b>        | <b>0</b>         |             |

**DEPARTMENT OF ECONOMIC DEVELOPMENT**
**DECISION ITEM SUMMARY**
**Budget Unit**

| Decision Item<br>Budget Object Summary<br>Fund | FY 2017<br>ACTUAL<br>DOLLAR | FY 2017<br>ACTUAL<br>FTE | FY 2018<br>BUDGET<br>DOLLAR | FY 2018<br>BUDGET<br>FTE | FY 2019<br>DEPT REQ<br>DOLLAR | FY 2019<br>DEPT REQ<br>FTE | FY 2019<br>GOV REC<br>DOLLAR | FY 2019<br>GOV REC<br>FTE |
|--|-----------------------------|--------------------------|-----------------------------|--------------------------|-------------------------------|----------------------------|------------------------------|---------------------------|
| <b>MAINSTREET PROGRAM</b>                      |                             |                          |                             |                          |                               |                            |                              |                           |
| <b>CORE</b>                                    |                             |                          |                             |                          |                               |                            |                              |                           |
| PROGRAM-SPECIFIC                               |                             |                          |                             |                          |                               |                            |                              |                           |
| GENERAL REVENUE                                | 95,364                      | 0.00                     | 157,386                     | 0.00                     | 157,386                       | 0.00                       | 0                            | 0.00                      |
| ECON DEVELOP ADVANCEMENT FUND                  | 42,614                      | 0.00                     | 42,614                      | 0.00                     | 42,614                        | 0.00                       | 0                            | 0.00                      |
| TOTAL - PD                                     | 137,978                     | 0.00                     | 200,000                     | 0.00                     | 200,000                       | 0.00                       | 0                            | 0.00                      |
| <b>TOTAL</b>                                   | <b>137,978</b>              | <b>0.00</b>              | <b>200,000</b>              | <b>0.00</b>              | <b>200,000</b>                | <b>0.00</b>                | <b>0</b>                     | <b>0.00</b>               |
| <b>GRAND TOTAL</b>                             | <b>\$137,978</b>            | <b>0.00</b>              | <b>\$200,000</b>            | <b>0.00</b>              | <b>\$200,000</b>              | <b>0.00</b>                | <b>\$0</b>                   | <b>0.00</b>               |

**DEPARTMENT OF ECONOMIC DEVELOPMENT**
**DECISION ITEM DETAIL**

| Budget Unit               | FY 2017<br>ACTUAL<br>DOLLAR | FY 2017<br>ACTUAL<br>FTE | FY 2018<br>BUDGET<br>DOLLAR | FY 2018<br>BUDGET<br>FTE | FY 2019<br>DEPT REQ<br>DOLLAR | FY 2019<br>DEPT REQ<br>FTE | FY 2019<br>GOV REC<br>DOLLAR | FY 2019<br>GOV REC<br>FTE |
|---------------------------|-----------------------------|--------------------------|-----------------------------|--------------------------|-------------------------------|----------------------------|------------------------------|---------------------------|
| <b>MAINSTREET PROGRAM</b> |                             |                          |                             |                          |                               |                            |                              |                           |
| <b>CORE</b>               |                             |                          |                             |                          |                               |                            |                              |                           |
| PROGRAM DISTRIBUTIONS     | 137,978                     | 0.00                     | 200,000                     | 0.00                     | 200,000                       | 0.00                       | 0                            | 0.00                      |
| TOTAL - PD                | 137,978                     | 0.00                     | 200,000                     | 0.00                     | 200,000                       | 0.00                       | 0                            | 0.00                      |
| <b>GRAND TOTAL</b>        | <b>\$137,978</b>            | <b>0.00</b>              | <b>\$200,000</b>            | <b>0.00</b>              | <b>\$200,000</b>              | <b>0.00</b>                | <b>\$0</b>                   | <b>0.00</b>               |
| GENERAL REVENUE           | \$95,364                    | 0.00                     | \$157,386                   | 0.00                     | \$157,386                     | 0.00                       |                              | 0.00                      |
| FEDERAL FUNDS             | \$0                         | 0.00                     | \$0                         | 0.00                     | \$0                           | 0.00                       |                              | 0.00                      |
| OTHER FUNDS               | \$42,614                    | 0.00                     | \$42,614                    | 0.00                     | \$42,614                      | 0.00                       |                              | 0.00                      |

## PROGRAM DESCRIPTION

**Department: Economic Development**

**Program Name: Main Street Program**

**Program is found in the following core budget(s): Main Street**

**1a. What strategic priority does this program address?**

Empower Missouri's Communities

**1b. What does this program do?**

- The Main Street Program provides educational workshops, technical assistance and training for cities' governments, business organizations, merchants and property owners, the purpose of which is so that they can achieve accreditation as a Main Street community.
- This accreditation will then help those communities to accomplish community and economic revitalization and development of older central business districts and neighborhoods.
- The Department of Economic Development (DED) contracts, on behalf of Missouri communities, with the Missouri Main Street Connection (MMSC), a non-profit, to administer the statewide program.
- DED also provides a payment to the National Main Street Center for the State Coordinator Partner Membership. This membership provides the services of a Senior Program Officer to review the communities progress and accomplishments and to determine if they are meeting the 10 designated criteria established by National Main Street Center to become recognized nationally.

**2. What is the authorization for this program, i.e., federal or state statute, etc.? (Include the federal program number, if applicable.)**

Sections 251.470 to 251.485, RSMo.

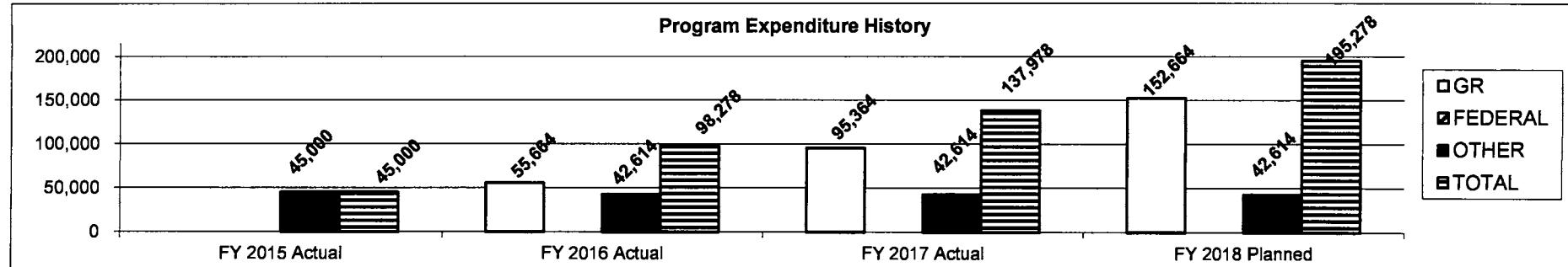
**3. Are there federal matching requirements? If yes, please explain.**

No

**4. Is this a federally mandated program? If yes, please explain.**

No

**5. Provide actual expenditures for the prior three fiscal years and planned expenditures for the current fiscal year.**



Note: Planned Expenditures for GR includes 3% Governor's Reserve from GR transfer.

**6. What are the sources of the "Other" funds?**

FY15: Economic Development Advancement Fund (0783) and Business Extension Services Team (BEST) Fund (0280); FY16: Economic Development Advancement Fund (0783); and FY17: Economic Development Advancement Fund (0783).

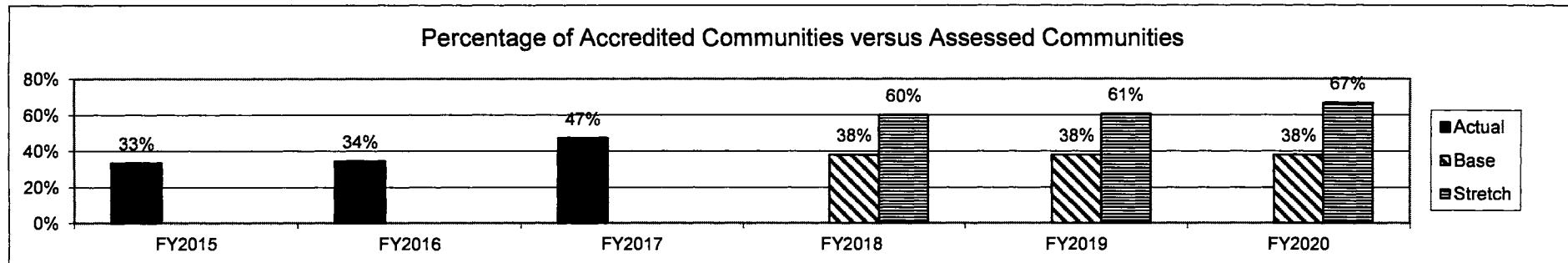
## PROGRAM DESCRIPTION

**Department:** Economic Development

**Program Name:** Main Street Program

**Program is found in the following core budget(s):** Main Street

**7a. Provide an effectiveness measure.**

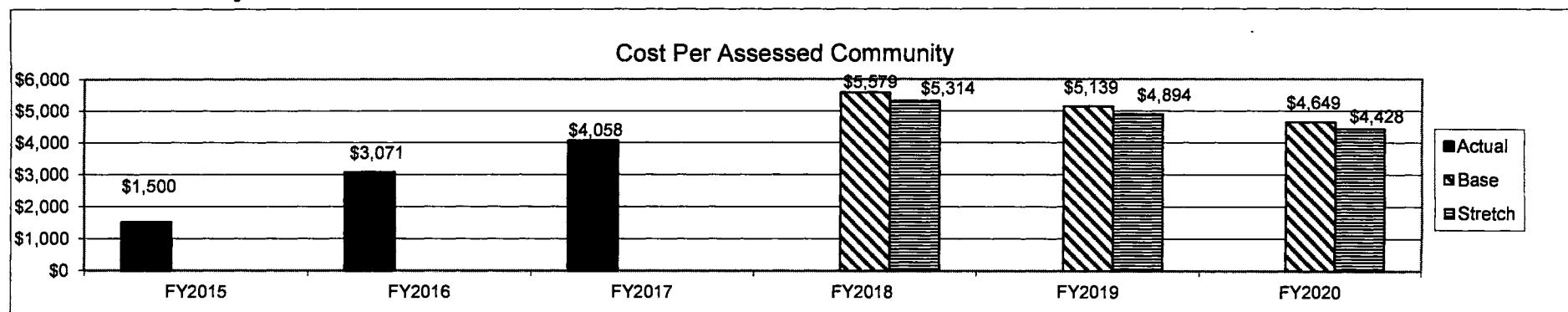


Note 1: Depicts ratio of Communities Receiving National Accreditation versus Assessed Communities.

Note 2: Base target is an average of FY15 - FY17 and Stretch target assumes exceptional progress in accreditation.

Note 3: This is a new measure; therefore, Projected data for FY15, FY16 and FY17 is not available.

**7b. Provide an efficiency measure.**



Note 1: Depicts Program Dollars spent per Assessed Community.

Note 2: Base target is determined by dividing the projected state expenditures by the projected number of assessed communities and Stretch target is an increase of 5% to the number of communities assessed.

Note 3: This is a new measure; therefore, Projected data for FY15, FY16 and FY17 is not available.

## PROGRAM DESCRIPTION

**Department: Economic Development**

**Program Name: Main Street Program**

**Program is found in the following core budget(s): Main Street**

**7c. Provide the number of clients/individuals served, if applicable (continued).**

|                        | FY2015    |        | FY2016    |        | FY2017    |        | FY2018    | FY2019    | FY2020    |
|------------------------|-----------|--------|-----------|--------|-----------|--------|-----------|-----------|-----------|
|                        | Projected | Actual | Projected | Actual | Projected | Actual | Projected | Projected | Projected |
| Individuals Trained    | 1,100     | 1,214  | 1,225     | 1,446  | 1,300     | 1,667  | 1,917     | 2,300     | 2,415     |
| Assessed Communities   | 30        | 30     | 30        | 32     | 32        | 34     | 35        | 38        | 42        |
| Accredited Communities | 12        | 10     | 13        | 11     | 13        | 16     | 21        | 23        | 28        |

Note 1: Projected amounts are calculated by an average increase of 13% in Individuals Trained, an increase of an average of 3 communities assessed each year and an increase of an average of 4 communities accredited each year.

**7d. Provide a customer satisfaction measure, if available.**

BCS will create a ten question survey for stakeholders related to the program. Five questions will be common across the Division. Five questions will be specific to the activities of this program. The five common questions will be aggregated annually and benchmarked against a baseline for division wide improvement. The five questions specific to the program will be aggregated annually and benchmarked against a baseline for improvements to this program.

**CORE DECISION ITEM**

| <b>Department:</b> Economic Development  | <b>Budget Unit</b> <u>42290C</u>  |                        |                   |                                   |          |                                   |                   |  |  |    |         |       |       |    |     |       |       |    |   |   |   |    |   |   |   |    |   |   |   |    |   |   |   |     |   |   |            |     |   |   |            |     |   |   |   |     |   |   |   |              |          |          |                   |              |          |          |                   |
|--|---|------------------------|-------------------|-----------------------------------|----------|-----------------------------------|-------------------|--|--|----|---------|-------|-------|----|-----|-------|-------|----|---|---|---|----|---|---|---|----|---|---|---|----|---|---|---|-----|---|---|------------|-----|---|---|------------|-----|---|---|---|-----|---|---|---|--------------|----------|----------|-------------------|--------------|----------|----------|-------------------|
| <b>Division:</b> Business and Community Services   |   |                        |                   |                                   |          |                                   |                   |  |  |    |         |       |       |    |     |       |       |    |   |   |   |    |   |   |   |    |   |   |   |    |   |   |   |     |   |   |            |     |   |   |            |     |   |   |   |     |   |   |   |              |          |          |                   |              |          |          |                   |
| <b>Core:</b> Tax Increment Financing (TIF)   |   |                        |                   |                                   |          |                                   |                   |  |  |    |         |       |       |    |     |       |       |    |   |   |   |    |   |   |   |    |   |   |   |    |   |   |   |     |   |   |            |     |   |   |            |     |   |   |   |     |   |   |   |              |          |          |                   |              |          |          |                   |
| <b>1. CORE FINANCIAL SUMMARY</b>   |   |                        |                   |                                   |          |                                   |                   |  |  |    |         |       |       |    |     |       |       |    |   |   |   |    |   |   |   |    |   |   |   |    |   |   |   |     |   |   |            |     |   |   |            |     |   |   |   |     |   |   |   |              |          |          |                   |              |          |          |                   |
|  | <table border="1"> <thead> <tr> <th colspan="4">FY 2019 Budget Request</th> <th colspan="4">FY 2019 Governor's Recommendation</th> </tr> <tr> <th>GR</th><th>Federal</th><th>Other</th><th>Total</th><th>GR</th><th>Fed</th><th>Other</th><th>Total</th></tr> </thead> <tbody> <tr> <td>PS</td><td>0</td><td>0</td><td>0</td><td>PS</td><td>0</td><td>0</td><td>0</td></tr> <tr> <td>EE</td><td>0</td><td>0</td><td>0</td><td>EE</td><td>0</td><td>0</td><td>0</td></tr> <tr> <td>PSD</td><td>0</td><td>0</td><td>30,103,350</td><td>PSD</td><td>0</td><td>0</td><td>30,103,350</td></tr> <tr> <td>TRF</td><td>0</td><td>0</td><td>0</td><td>TRF</td><td>0</td><td>0</td><td>0</td></tr> <tr> <td><b>Total</b></td><td><b>0</b></td><td><b>0</b></td><td><b>30,103,350</b></td><td><b>Total</b></td><td><b>0</b></td><td><b>0</b></td><td><b>30,103,350</b></td></tr> </tbody> </table> | FY 2019 Budget Request |                   |                                   |          | FY 2019 Governor's Recommendation |                   |  |  | GR | Federal | Other | Total | GR | Fed | Other | Total | PS | 0 | 0 | 0 | PS | 0 | 0 | 0 | EE | 0 | 0 | 0 | EE | 0 | 0 | 0 | PSD | 0 | 0 | 30,103,350 | PSD | 0 | 0 | 30,103,350 | TRF | 0 | 0 | 0 | TRF | 0 | 0 | 0 | <b>Total</b> | <b>0</b> | <b>0</b> | <b>30,103,350</b> | <b>Total</b> | <b>0</b> | <b>0</b> | <b>30,103,350</b> |
| FY 2019 Budget Request   |   |                        |                   | FY 2019 Governor's Recommendation |          |                                   |                   |  |  |    |         |       |       |    |     |       |       |    |   |   |   |    |   |   |   |    |   |   |   |    |   |   |   |     |   |   |            |     |   |   |            |     |   |   |   |     |   |   |   |              |          |          |                   |              |          |          |                   |
| GR   | Federal   | Other                  | Total             | GR                                | Fed      | Other                             | Total             |  |  |    |         |       |       |    |     |       |       |    |   |   |   |    |   |   |   |    |   |   |   |    |   |   |   |     |   |   |            |     |   |   |            |     |   |   |   |     |   |   |   |              |          |          |                   |              |          |          |                   |
| PS   | 0   | 0                      | 0                 | PS                                | 0        | 0                                 | 0                 |  |  |    |         |       |       |    |     |       |       |    |   |   |   |    |   |   |   |    |   |   |   |    |   |   |   |     |   |   |            |     |   |   |            |     |   |   |   |     |   |   |   |              |          |          |                   |              |          |          |                   |
| EE   | 0   | 0                      | 0                 | EE                                | 0        | 0                                 | 0                 |  |  |    |         |       |       |    |     |       |       |    |   |   |   |    |   |   |   |    |   |   |   |    |   |   |   |     |   |   |            |     |   |   |            |     |   |   |   |     |   |   |   |              |          |          |                   |              |          |          |                   |
| PSD  | 0   | 0                      | 30,103,350        | PSD                               | 0        | 0                                 | 30,103,350        |  |  |    |         |       |       |    |     |       |       |    |   |   |   |    |   |   |   |    |   |   |   |    |   |   |   |     |   |   |            |     |   |   |            |     |   |   |   |     |   |   |   |              |          |          |                   |              |          |          |                   |
| TRF  | 0   | 0                      | 0                 | TRF                               | 0        | 0                                 | 0                 |  |  |    |         |       |       |    |     |       |       |    |   |   |   |    |   |   |   |    |   |   |   |    |   |   |   |     |   |   |            |     |   |   |            |     |   |   |   |     |   |   |   |              |          |          |                   |              |          |          |                   |
| <b>Total</b>   | <b>0</b>  | <b>0</b>               | <b>30,103,350</b> | <b>Total</b>                      | <b>0</b> | <b>0</b>                          | <b>30,103,350</b> |  |  |    |         |       |       |    |     |       |       |    |   |   |   |    |   |   |   |    |   |   |   |    |   |   |   |     |   |   |            |     |   |   |            |     |   |   |   |     |   |   |   |              |          |          |                   |              |          |          |                   |
| FTE  | 0.00      0.00      0.00      0.00  |                        |                   |                                   |          |                                   |                   |  |  |    |         |       |       |    |     |       |       |    |   |   |   |    |   |   |   |    |   |   |   |    |   |   |   |     |   |   |            |     |   |   |            |     |   |   |   |     |   |   |   |              |          |          |                   |              |          |          |                   |
| <b>Est. Fringe</b>   | 0      0      0      0  |                        |                   |                                   |          |                                   |                   |  |  |    |         |       |       |    |     |       |       |    |   |   |   |    |   |   |   |    |   |   |   |    |   |   |   |     |   |   |            |     |   |   |            |     |   |   |   |     |   |   |   |              |          |          |                   |              |          |          |                   |
| Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.  |   |                        |                   |                                   |          |                                   |                   |  |  |    |         |       |       |    |     |       |       |    |   |   |   |    |   |   |   |    |   |   |   |    |   |   |   |     |   |   |            |     |   |   |            |     |   |   |   |     |   |   |   |              |          |          |                   |              |          |          |                   |
| Other Funds:   | State Tax Increment Financing Fund (0848)   |                        |                   |                                   |          |                                   |                   |  |  |    |         |       |       |    |     |       |       |    |   |   |   |    |   |   |   |    |   |   |   |    |   |   |   |     |   |   |            |     |   |   |            |     |   |   |   |     |   |   |   |              |          |          |                   |              |          |          |                   |
| Notes:   | Requires a GR transfer to the TIF Fund (0848)   |                        |                   |                                   |          |                                   |                   |  |  |    |         |       |       |    |     |       |       |    |   |   |   |    |   |   |   |    |   |   |   |    |   |   |   |     |   |   |            |     |   |   |            |     |   |   |   |     |   |   |   |              |          |          |                   |              |          |          |                   |
| <b>2. CORE DESCRIPTION</b>   |   |                        |                   |                                   |          |                                   |                   |  |  |    |         |       |       |    |     |       |       |    |   |   |   |    |   |   |   |    |   |   |   |    |   |   |   |     |   |   |            |     |   |   |            |     |   |   |   |     |   |   |   |              |          |          |                   |              |          |          |                   |
| <p>This core decision item establishes the spending authority for the State Tax Increment Financing (TIF) Program. Tax increment financing captures state economic activity taxes generated as a result of planned redevelopment activities within a prescribed area. The net new taxes generated are captured in accordance with the law for approved projects and used to pay eligible redevelopment costs. Those costs include public infrastructure necessary to generate reuse of the properties.</p> <p><u>Current TIF obligations include the following projects:</u></p> <p>(1) Kansas City Midtown: infrastructure improvements and retail development at Mill Street &amp; Westport Rd and at Linwood &amp; Main;<br/> (2) Independence Santa Fe Neighborhood: infrastructure redevelopment to support commercial development and housing;<br/> (3) St. Louis City Convention Hotel: construction of a 1,083 room convention headquarters hotel complex;<br/> (4) Springfield Jordan Valley Park: redevelopment of former industrial district south of downtown Springfield to include exposition center, public facilities &amp; supporting infrastructure;<br/> (5) Kansas City Bannister Retail/Three Trails Office: development of retail, dining and hospitality on the site of the old Bannister Mall to compliment an adjoining technology/business park to be developed on the site in south Kansas City;<br/> (6) St. Louis Lambert Airport Eastern Perimeter: redevelopment of 500 acres of land just east of Lambert Airport between I-170 and I-70 developed for light industrial, warehouse, office, and some residential;<br/> (7) Old Post Office in Kansas City: renovation of old post office building and other development on south side of Pershing Road to house IRS Service Center;<br/> (8) 1200 Main Garage Project in Kansas City: new development for H&amp;R Block Corporation headquarters;<br/> (9) Riverside Levee: infrastructure and levee improvements at 1600-acre site, City of Riverside;<br/> (10) Branson Landing: redevelopment of 208-acre riverfront area in downtown Branson;<br/> (11) Eastern Jackson County Bass Pro: construction of Bass Pro Outdoor World store, lodging and complimentary retail and dining establishments in a 400-acre undeveloped parcel south of I-70 and west of I-435; (Continued on next page)</p> |   |                        |                   |                                   |          |                                   |                   |  |  |    |         |       |       |    |     |       |       |    |   |   |   |    |   |   |   |    |   |   |   |    |   |   |   |     |   |   |            |     |   |   |            |     |   |   |   |     |   |   |   |              |          |          |                   |              |          |          |                   |

## CORE DECISION ITEM

**Department:** Economic Development  
**Division:** Business and Community Services  
**Core:** Tax Increment Financing (TIF)

Budget Unit 42290C

- (12) Kansas City East Village: J.E. Dunn headquarters, infrastructure improvements and mixed use development in east end of downtown KC west of I-70;
- (13) St. Louis Innovation District: redevelopment of a blighted and aging industrial zone into a live-work-play technology district; and
- (14) National Geospatial Agency West: Redevelopment of land for use by a government agency.
- (15) Fenton Logistics Park: Redevelopment of the former Fenton Chrysler assembly plant into a mixed-use site.

TIF Projects Completed and Closed:

Excelsior Springs: Elms Hotel and supporting infrastructure.

**3. PROGRAM LISTING (list programs included in this core funding)**

State Tax Increment Financing Program

**4. FINANCIAL HISTORY**

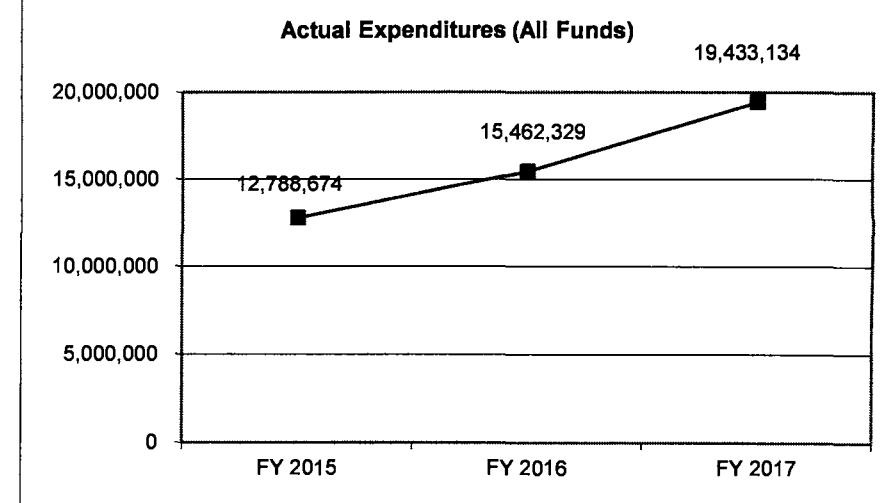
|                                 | FY 2015<br>Actual | FY 2016<br>Actual | FY 2017<br>Actual | FY 2018<br>Current Yr. |
|---------------------------------|-------------------|-------------------|-------------------|------------------------|
| Appropriation (All Funds)       | 13,760,000        | 16,400,000        | 23,772,860        | 30,103,350             |
| Less Reverted (All Funds)       | 0                 | 0                 | 0                 | 0                      |
| Less Restricted (All Funds)*    | 0                 | 0                 | 0                 | 0                      |
| Budget Authority (All Funds)    | 13,760,000        | 16,400,000        | 23,772,860        | 30,103,350             |
| Actual Expenditures (All Funds) | 12,788,674        | 15,462,329        | 19,433,134        | N/A                    |
| Unexpended (All Funds)          | <u>971,326</u>    | <u>937,671</u>    | <u>4,339,726</u>  | N/A                    |
| Unexpended, by Fund:            |                   |                   |                   |                        |
| General Revenue                 | 0                 | 0                 | 0                 | N/A                    |
| Federal                         | 0                 | 0                 | 0                 | N/A                    |
| Other                           | 971,326           | 937,671           | 4,339,726         | N/A                    |
|                                 | (1)               | (1)               | (1)               |                        |

\*Restricted amount is as of: \_\_\_\_\_

Reverted includes Governor's standard 3 percent reserve (when applicable).

Restricted includes any extraordinary expenditure restriction (when applicable).

**NOTES:** (1) Funds are only expended as projects generate increment.



## CORE RECONCILIATION DETAIL

DEPARTMENT OF ECONOMIC DEVELOPMENT  
STATE TIF PROGRAM

### 5. CORE RECONCILIATION DETAIL

|                                    | Budget Class | FTE         | GR       | Federal  | Other             | Total             | Explanation |
|------------------------------------|--------------|-------------|----------|----------|-------------------|-------------------|-------------|
| <b>TAFF AFTER VETOES</b>           | PD           | 0.00        | 0        | 0        | 30,103,350        | 30,103,350        |             |
|                                    | <b>Total</b> | <b>0.00</b> | <b>0</b> | <b>0</b> | <b>30,103,350</b> | <b>30,103,350</b> |             |
| <b>DEPARTMENT CORE REQUEST</b>     | PD           | 0.00        | 0        | 0        | 30,103,350        | 30,103,350        |             |
|                                    | <b>Total</b> | <b>0.00</b> | <b>0</b> | <b>0</b> | <b>30,103,350</b> | <b>30,103,350</b> |             |
| <b>GOVERNOR'S RECOMMENDED CORE</b> | PD           | 0.00        | 0        | 0        | 30,103,350        | 30,103,350        |             |
|                                    | <b>Total</b> | <b>0.00</b> | <b>0</b> | <b>0</b> | <b>30,103,350</b> | <b>30,103,350</b> |             |

**DEPARTMENT OF ECONOMIC DEVELOPMENT**
**DECISION ITEM SUMMARY**

| Budget Unit<br>Decision Item<br>Budget Object Summary<br>Fund | FY 2017<br>ACTUAL<br>DOLLAR | FY 2017<br>ACTUAL<br>FTE | FY 2018<br>BUDGET<br>DOLLAR | FY 2018<br>BUDGET<br>FTE | FY 2019<br>DEPT REQ<br>DOLLAR | FY 2019<br>DEPT REQ<br>FTE | FY 2019<br>GOV REC<br>DOLLAR | FY 2019<br>GOV REC<br>FTE |
|---|-----------------------------|--------------------------|-----------------------------|--------------------------|-------------------------------|----------------------------|------------------------------|---------------------------|
| <b>STATE TIF PROGRAM</b>                                      |                             |                          |                             |                          |                               |                            |                              |                           |
| <b>CORE</b>   |                             |                          |                             |                          |                               |                            |                              |                           |
| PROGRAM-SPECIFIC  |                             |                          |                             |                          |                               |                            |                              |                           |
| MO SUPP TAX INCREMENT FINANCE                                 | 19,433,134                  | 0.00                     | 30,103,350                  | 0.00                     | 30,103,350                    | 0.00                       | 30,103,350                   | 0.00                      |
| TOTAL - PD  | 19,433,134                  | 0.00                     | 30,103,350                  | 0.00                     | 30,103,350                    | 0.00                       | 30,103,350                   | 0.00                      |
| <b>TOTAL</b>  | <b>19,433,134</b>           | <b>0.00</b>              | <b>30,103,350</b>           | <b>0.00</b>              | <b>30,103,350</b>             | <b>0.00</b>                | <b>30,103,350</b>            | <b>0.00</b>               |
| <b>TIF GR Trf - Spending Auth Inc - 1419005</b>               |                             |                          |                             |                          |                               |                            |                              |                           |
| PROGRAM-SPECIFIC  |                             |                          |                             |                          |                               |                            |                              |                           |
| MO SUPP TAX INCREMENT FINANCE                                 | 0                           | 0.00                     | 0                           | 0.00                     | 0                             | 0.00                       | 1,046,774                    | 0.00                      |
| TOTAL - PD  | 0                           | 0.00                     | 0                           | 0.00                     | 0                             | 0.00                       | 1,046,774                    | 0.00                      |
| <b>TOTAL</b>  | <b>0</b>                    | <b>0.00</b>              | <b>0</b>                    | <b>0.00</b>              | <b>0</b>                      | <b>0.00</b>                | <b>1,046,774</b>             | <b>0.00</b>               |
| <b>GRAND TOTAL</b>  | <b>\$19,433,134</b>         | <b>0.00</b>              | <b>\$30,103,350</b>         | <b>0.00</b>              | <b>\$30,103,350</b>           | <b>0.00</b>                | <b>\$31,150,124</b>          | <b>0.00</b>               |

**DEPARTMENT OF ECONOMIC DEVELOPMENT**
**DECISION ITEM DETAIL**

| Budget Unit              | FY 2017             | FY 2017     | FY 2018             | FY 2018     | FY 2019             | FY 2019     | FY 2019             | FY 2019     |
|--------------------------|---------------------|-------------|---------------------|-------------|---------------------|-------------|---------------------|-------------|
| Decision Item            | ACTUAL              | ACTUAL      | BUDGET              | BUDGET      | DEPT REQ            | DEPT REQ    | GOV REC             | GOV REC     |
| Budget Object Class      | DOLLAR              | FTE         | DOLLAR              | FTE         | DOLLAR              | FTE         | DOLLAR              | FTE         |
| <b>STATE TIF PROGRAM</b> |                     |             |                     |             |                     |             |                     |             |
| <b>CORE</b>              |                     |             |                     |             |                     |             |                     |             |
| PROGRAM DISTRIBUTIONS    | 19,433,134          | 0.00        | 30,103,350          | 0.00        | 30,103,350          | 0.00        | 30,103,350          | 0.00        |
| <b>TOTAL - PD</b>        | <b>19,433,134</b>   | <b>0.00</b> | <b>30,103,350</b>   | <b>0.00</b> | <b>30,103,350</b>   | <b>0.00</b> | <b>30,103,350</b>   | <b>0.00</b> |
| <b>GRAND TOTAL</b>       | <b>\$19,433,134</b> | <b>0.00</b> | <b>\$30,103,350</b> | <b>0.00</b> | <b>\$30,103,350</b> | <b>0.00</b> | <b>\$30,103,350</b> | <b>0.00</b> |
| GENERAL REVENUE          | \$0                 | 0.00        | \$0                 | 0.00        | \$0                 | 0.00        | \$0                 | 0.00        |
| FEDERAL FUNDS            | \$0                 | 0.00        | \$0                 | 0.00        | \$0                 | 0.00        | \$0                 | 0.00        |
| OTHER FUNDS              | \$19,433,134        | 0.00        | \$30,103,350        | 0.00        | \$30,103,350        | 0.00        | \$30,103,350        | 0.00        |

## PROGRAM DESCRIPTION

**Department: Economic Development**

**Program Name: State Tax Increment Financing (TIF) Program**

**Program is found in the following core budget(s): Tax Increment Financing**

**1a. What strategic priority does this program address?**

Grow Missouri's Businesses

**1b. What does this program do?**

- The purpose of the Tax Increment Financing (TIF) program is to redevelop a designated blighted area, based upon a redevelopment plan. The program converts underutilized properties and places them back in active production by generating new sales and by providing additional wages through new jobs.
- TIF involves the issuance of local bonds or other obligations which are secured by a pledge of a statutory portion of (1) economic activity taxes (sales tax), (2) payments in lieu of taxes (property tax), and (3) withholding and local employment taxes attributable to the increase in taxable activity inside the redevelopment area, resulting from redevelopment improvements.
- The State TIF redirects 50% of the withholding taxes or 50% of the economic activity taxes generated as a result of planned redevelopment activities within a prescribed area for up to 23 years.
- The Program has an aggregate annual cap of \$32 million.
- The projects approved under the program are capped annually by the lesser of a contracted amount or the actual amount of increment earned for the year.
- The state taxes are paid in, and then diverted back to the applicant, as a function of the annual appropriation process.

**2. What is the authorization for this program, i.e., federal or state statute, etc.? (Include the federal program number, if applicable.)**

Section 99.800-99.865, RSMo

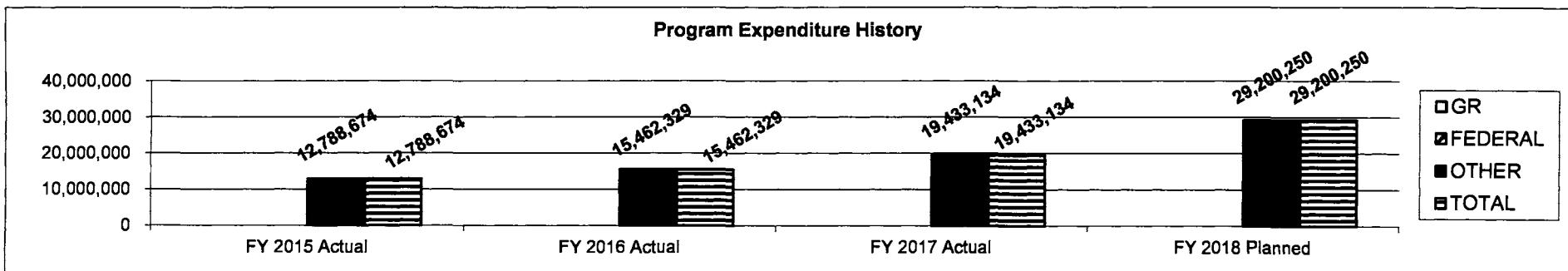
**3. Are there federal matching requirements? If yes, please explain.**

No

**4. Is this a federally mandated program? If yes, please explain.**

No

**5. Provide actual expenditures for the prior three fiscal years and planned expenditures for the current fiscal year.**



Note: Planned Expenditures reflect 3% Governor's Reserve on GR Transfer.

**6. What are the sources of the "Other" funds?**

Requires GR Transfer to the Missouri Supplement Tax Increment Finance Fund (0848).

## PROGRAM DESCRIPTION

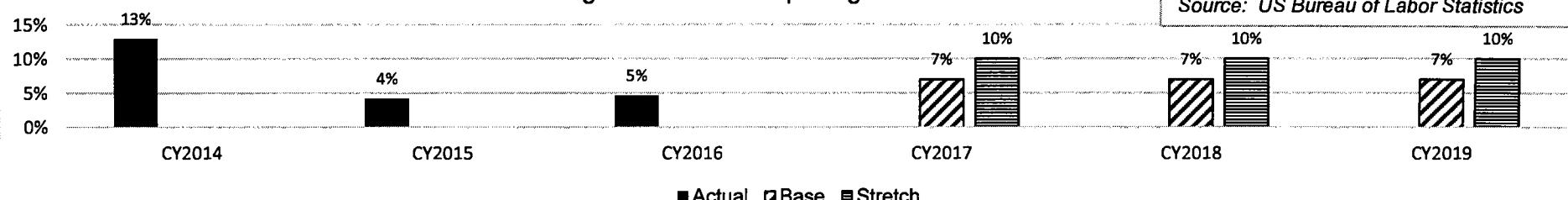
**Department: Economic Development**

**Program Name: State Tax Increment Financing (TIF) Program**

**Program is found in the following core budget(s): Tax Increment Financing**

**7a. Provide an effectiveness measure.**

**Wages Increase in Reporting Businesses**



**MO Total Wages 5 YR Compound Average**

**Growth Rate: 3.5%**

**Source: US Bureau of Labor Statistics**

Note 1: Reflects yearly increase in net new wages for active projects divided by total wages.

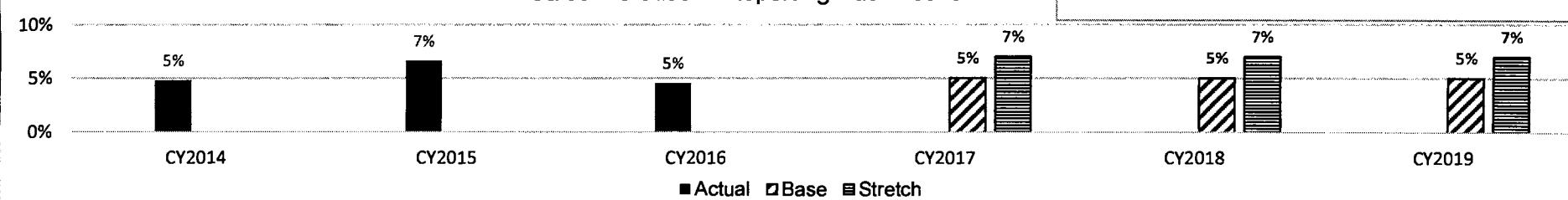
Note 2: Regardless of actual total wages or actual total sales, increment payments are only made on businesses that report their wages or sales to the local TIF. Only reporting businesses are included in the metric, regardless of the wages and withholding taxes or sales and sales taxes non-reporting businesses may have produced and paid to the State.

Note 3: This is a new measure; therefore, Projected data for FY15, FY16 and FY17 is not available.

Note 4: The Base target is an average of the prior 3 years and the Stretch target is an increase of 3% over the Base.

**Sales Increase in Reporting Businesses**

**2017 Current Mean US Retail Sales Growth: 4.35%**  
**Source: US Census Bureau and US DOC**



Note 1: Reflects yearly increase in net new sales for active projects divided by total sales.

Note 2: Regardless of actual total wages or actual total sales, increment payments are only made on businesses that report their wages or sales to the local TIF. Only reporting businesses are included in the metric, regardless of the wages and withholding taxes or sales and sales taxes non-reporting businesses may have produced and paid to the State.

Note 3: This is a new measure; therefore, Projected data for FY15, FY16 and FY17 is not available.

Note 4: The Base target is set at 5% and the Stretch target is an increase of 2% over the Base.

## PROGRAM DESCRIPTION

**Department: Economic Development**

**Program Name: State Tax Increment Financing (TIF) Program**

**Program is found in the following core budget(s): Tax Increment Financing**

**7b. Provide an efficiency measure.**

**Cost Per Dollar of Wages**



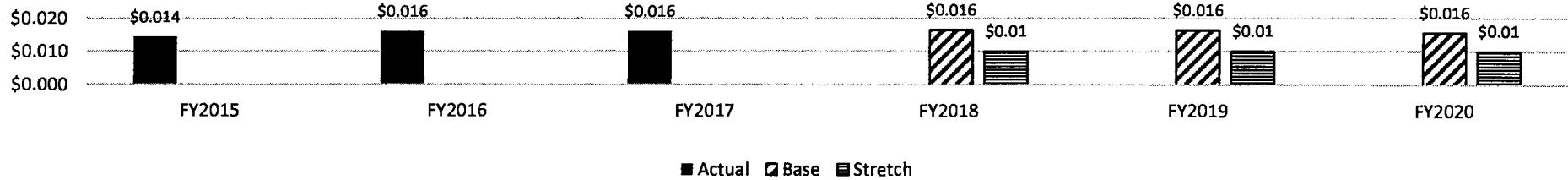
Note 1: Reflects the cost to the state divided by total wages for active projects.

Note 2: Only reporting businesses are included in the metric.

Note 3: This is a new measure; therefore, Projected data for FY15, FY16 and FY17 is not available.

Note 4: The Base target is an approximate average of the prior 3 years and the Stretch target is set at \$.01.

**Cost Per Dollar of Sales**



Note 1: Reflects the cost to the state divided by total sales for active projects.

Note 2: Only reporting businesses are included in the metric.

Note 3: This is a new measure; therefore, Projected data for FY15, FY16 and FY17 is not available.

Note 4: The Base target is an approximate average of the prior 3 years and the Stretch is set at \$.01.

## PROGRAM DESCRIPTION

| <b>Department: Economic Development</b>  |           |        |           |        |           |        |           |           |           |  |        |  |        |  |        |  |        |        |        |           |        |           |        |           |        |           |           |           |                               |    |    |    |    |    |    |    |    |    |  |     |        |     |        |     |        |        |        |        |
|--|-----------|--------|-----------|--------|-----------|--------|-----------|-----------|-----------|--|--------|--|--------|--|--------|--|--------|--------|--------|-----------|--------|-----------|--------|-----------|--------|-----------|-----------|-----------|-------------------------------|----|----|----|----|----|----|----|----|----|--|-----|--------|-----|--------|-----|--------|--------|--------|--------|
| <b>Program Name: State Tax Increment Financing (TIF) Program</b>   |           |        |           |        |           |        |           |           |           |  |        |  |        |  |        |  |        |        |        |           |        |           |        |           |        |           |           |           |                               |    |    |    |    |    |    |    |    |    |  |     |        |     |        |     |        |        |        |        |
| <b>Program is found in the following core budget(s): Tax Increment Financing</b>   |           |        |           |        |           |        |           |           |           |  |        |  |        |  |        |  |        |        |        |           |        |           |        |           |        |           |           |           |                               |    |    |    |    |    |    |    |    |    |  |     |        |     |        |     |        |        |        |        |
| <b>7c. Provide the number of clients/individuals served, if applicable.</b>  |           |        |           |        |           |        |           |           |           |  |        |  |        |  |        |  |        |        |        |           |        |           |        |           |        |           |           |           |                               |    |    |    |    |    |    |    |    |    |  |     |        |     |        |     |        |        |        |        |
| <table border="1"><thead><tr><th rowspan="2"></th><th colspan="2">FY2015</th><th colspan="2">FY2016</th><th colspan="2">FY2017</th><th>FY2018</th><th>FY2019</th><th>FY2020</th></tr><tr><th>Projected</th><th>Actual</th><th>Projected</th><th>Actual</th><th>Projected</th><th>Actual</th><th>Projected</th><th>Projected</th><th>Projected</th></tr></thead><tbody><tr><td>Number of Active TIF Projects</td><td>15</td><td>13</td><td>15</td><td>13</td><td>15</td><td>15</td><td>15</td><td>15</td><td>15</td></tr><tr><td>Average Total People Employed in TIF Project Areas</td><td>N/A</td><td>11,749</td><td>N/A</td><td>12,765</td><td>N/A</td><td>14,497</td><td>15,946</td><td>17,541</td><td>19,295</td></tr></tbody></table> |           |        |           |        |           |        |           |           |           |  | FY2015 |  | FY2016 |  | FY2017 |  | FY2018 | FY2019 | FY2020 | Projected | Actual | Projected | Actual | Projected | Actual | Projected | Projected | Projected | Number of Active TIF Projects | 15 | 13 | 15 | 13 | 15 | 15 | 15 | 15 | 15 | Average Total People Employed in TIF Project Areas | N/A | 11,749 | N/A | 12,765 | N/A | 14,497 | 15,946 | 17,541 | 19,295 |
|  | FY2015    |        | FY2016    |        | FY2017    |        | FY2018    | FY2019    | FY2020    |  |        |  |        |  |        |  |        |        |        |           |        |           |        |           |        |           |           |           |                               |    |    |    |    |    |    |    |    |    |  |     |        |     |        |     |        |        |        |        |
|  | Projected | Actual | Projected | Actual | Projected | Actual | Projected | Projected | Projected |  |        |  |        |  |        |  |        |        |        |           |        |           |        |           |        |           |           |           |                               |    |    |    |    |    |    |    |    |    |  |     |        |     |        |     |        |        |        |        |
| Number of Active TIF Projects  | 15        | 13     | 15        | 13     | 15        | 15     | 15        | 15        | 15        |  |        |  |        |  |        |  |        |        |        |           |        |           |        |           |        |           |           |           |                               |    |    |    |    |    |    |    |    |    |  |     |        |     |        |     |        |        |        |        |
| Average Total People Employed in TIF Project Areas   | N/A       | 11,749 | N/A       | 12,765 | N/A       | 14,497 | 15,946    | 17,541    | 19,295    |  |        |  |        |  |        |  |        |        |        |           |        |           |        |           |        |           |           |           |                               |    |    |    |    |    |    |    |    |    |  |     |        |     |        |     |        |        |        |        |
| <p>Note 1: Average Total People Employed is a new measure; therefore, Projected data for FY15, FY16 and FY17 is not available.</p> <p>Note 2: Average Total People Employed only includes jobs from those businesses reporting wages and withholding taxes. Businesses reporting sales and sales taxes are not included.</p>   |           |        |           |        |           |        |           |           |           |  |        |  |        |  |        |  |        |        |        |           |        |           |        |           |        |           |           |           |                               |    |    |    |    |    |    |    |    |    |  |     |        |     |        |     |        |        |        |        |
| <b>7d. Provide a customer satisfaction measure, if available.</b>  |           |        |           |        |           |        |           |           |           |  |        |  |        |  |        |  |        |        |        |           |        |           |        |           |        |           |           |           |                               |    |    |    |    |    |    |    |    |    |  |     |        |     |        |     |        |        |        |        |
| <p>BCS will create a ten question survey for stakeholders related to the program. Five questions will be common across the Division. Five questions will be specific to the activities of this program. The five common questions will be aggregated annually and benchmarked against a baseline for division wide improvement. The five questions specific to the program will be aggregated annually and benchmarked against a baseline for improvements to this program.</p>  |           |        |           |        |           |        |           |           |           |  |        |  |        |  |        |  |        |        |        |           |        |           |        |           |        |           |           |           |                               |    |    |    |    |    |    |    |    |    |  |     |        |     |        |     |        |        |        |        |

## NEW DECISION ITEM

RANK: \_\_\_\_\_ OF \_\_\_\_\_

| Department: Economic Development   | Budget Unit | 42280C and 42290C        |                 |                       |   |
|--|-------------|--------------------------|-----------------|-----------------------|---|
| Division: Business and Community Services  |             |                          |                 |                       |   |
| DI Name: TIF Spending Authority and GR Transfer Increase   | DI# 1419005 | HB Section               | 7.050 and 7.055 |                       |   |
| <b>1. AMOUNT OF REQUEST</b>  |             |                          |                 |                       |   |
| <b>FY 2019 Budget Request</b>  |             |                          |                 |                       |   |
|  | GR          | Federal                  | Other           | Total                 | E |
| PS   | 0           | 0                        | 0               | 0                     |   |
| EE   | 0           | 0                        | 0               | 0                     |   |
| PSD  | 0           | 0                        | 0               | 0                     |   |
| TRF  | 0           | 0                        | 0               | 0                     |   |
| <b>Total</b>   | <b>0</b>    | <b>0</b>                 | <b>0</b>        | <b>0</b>              |   |
| <b>FTE</b>   | <b>0.00</b> | <b>0.00</b>              | <b>0.00</b>     | <b>0.00</b>           |   |
| <b>Est. Fringe</b>   | <b>0</b>    | <b>0</b>                 | <b>0</b>        | <b>0</b>              |   |
| <i>Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.</i>   |             |                          |                 |                       |   |
| Other Funds:   |             |                          |                 |                       |   |
| <b>2. THIS REQUEST CAN BE CATEGORIZED AS:</b>  |             |                          |                 |                       |   |
| New Legislation  |             | New Program              |                 | Fund Switch           |   |
| Federal Mandate  | X           | Program Expansion        |                 | Cost to Continue      |   |
| GR Pick-Up   |             | Space Request            |                 | Equipment Replacement |   |
| Pay Plan   | X           | Other: Transfer Increase |                 |                       |   |
| <b>3. WHY IS THIS FUNDING NEEDED? PROVIDE AN EXPLANATION FOR ITEMS CHECKED IN #2. INCLUDE THE FEDERAL OR STATE STATUTORY OR CONSTITUTIONAL AUTHORIZATION FOR THIS PROGRAM.</b>   |             |                          |                 |                       |   |
| <p>This new decision item is being requested in order to increase the appropriation authority and corresponding GR Transfer for the State Tax Increment Financing Fund. Tax increment financing (TIF) captures state economic activity taxes generated as a result of planned redevelopment activities within a prescribed area. The net new taxes generated are captured in accordance with the law for approved projects and used to pay eligible redevelopment costs. Those costs include public infrastructure necessary to generate reuse of the property.</p> <p>Projects requiring an increase include: Kansas City Midtown, St. Louis City Convention Hotel, Riverside Levee, and St. Louis Lambert Airport Eastern Perimeter at a total of \$446,774.</p> |             |                          |                 |                       |   |

**NEW DECISION ITEM**

RANK: \_\_\_\_\_ OF \_\_\_\_\_

|   |                    |                                   |
|---|--------------------|-----------------------------------|
| <b>Department:</b> Economic Development                         | <b>Budget Unit</b> | 42280C and 42290C                 |
| <b>Division:</b> Business and Community Services                |                    |                                   |
| <b>DI Name:</b> TIF Spending Authority and GR Transfer Increase | <b>DI#</b> 1419005 | <b>HB Section</b> 7.050 and 7.055 |

**4. DESCRIBE THE DETAILED ASSUMPTIONS USED TO DERIVE THE SPECIFIC REQUESTED AMOUNT. (How did you determine that the requested number of FTE were appropriate? From what source or standard did you derive the requested levels of funding? Were alternatives such as outsourcing or automation considered? If based on new legislation, does request tie to TAFP fiscal note? If not, explain why. Detail which portions of the request are one-times and how those amounts were calculated.)**

Total reimbursement amounts, prescribed in Certificates of Approval for State TIF projects for FY19, estimate an increase of \$446,774. The current TIF appropriation is \$30,103,350. This request will bring the total TIF appropriation and the GR Transfer to \$30,550,124.

State TIF requires a General Revenue transfer into the State Tax Increment Financing Fund (0848).

**5. BREAK DOWN THE REQUEST BY BUDGET OBJECT CLASS, JOB CLASS, AND FUND SOURCE. IDENTIFY ONE-TIME COSTS.**

| Budget Object Class/Job Class | Dept Req<br>GR<br>DOLLARS | Dept Req<br>GR<br>FTE | Dept Req<br>FED<br>DOLLARS | Dept Req<br>FED<br>FTE | Dept Req<br>OTHER<br>DOLLARS | Dept Req<br>OTHER<br>FTE | Dept Req<br>TOTAL<br>DOLLARS | Dept Req<br>TOTAL<br>FTE | Dept Req<br>One-Time<br>DOLLARS | Dept Req<br>E |
|-------------------------------|---------------------------|-----------------------|----------------------------|------------------------|------------------------------|--------------------------|------------------------------|--------------------------|---------------------------------|---------------|
|                               |                           |                       |                            |                        |                              |                          | 0                            | 0                        | 0.0                             | 0             |
| Total PS                      | 0                         | 0.0                   | 0                          | 0.0                    | 0                            | 0.0                      | 0                            | 0.0                      | 0.0                             | 0             |
| 400/Professional Services     |                           |                       |                            |                        |                              |                          | 0                            | 0                        | 0                               | 0             |
| Total EE                      | 0                         |                       | 0                          |                        | 0                            |                          | 0                            |                          | 0                               | 0             |
| Program Distributions         |                           |                       |                            |                        | 0                            |                          | 0                            |                          | 0                               | 0             |
| Total PSD                     | 0                         |                       | 0                          |                        | 0                            |                          | 0                            |                          | 0                               | 0             |
| Transfers                     | 0                         |                       |                            |                        |                              |                          |                              |                          |                                 |               |
| Total TRF                     | 0                         |                       | 0                          |                        | 0                            |                          | 0                            |                          | 0                               | 0             |
| <b>Grand Total</b>            | <b>0</b>                  | <b>0.0</b>            | <b>0</b>                   | <b>0.0</b>             | <b>0</b>                     | <b>0.0</b>               | <b>0</b>                     | <b>0.0</b>               | <b>0</b>                        | <b>0</b>      |

## NEW DECISION ITEM

RANK: \_\_\_\_\_ OF \_\_\_\_\_

| Department: Economic Development                         | Budget Unit              | 42280C and 42290C    |                           |                       |                             |                         |                             |                         |                                  |
|--|--------------------------|----------------------|---------------------------|-----------------------|-----------------------------|-------------------------|-----------------------------|-------------------------|----------------------------------|
| Division: Business and Community Services                |                          |                      |                           |                       |                             |                         |                             |                         |                                  |
| DI Name: TIF Spending Authority and GR Transfer Increase | DI# 1419005              | HB Section           |                           |                       |                             |                         | 7.050 and 7.055             |                         |                                  |
| <b>Budget Object Class/Job Class</b>                     |                          |                      |                           |                       |                             |                         |                             |                         |                                  |
|  | Gov Rec<br>GR<br>DOLLARS | Gov Rec<br>GR<br>FTE | Gov Rec<br>FED<br>DOLLARS | Gov Rec<br>FED<br>FTE | Gov Rec<br>OTHER<br>DOLLARS | Gov Rec<br>OTHER<br>FTE | Gov Rec<br>TOTAL<br>DOLLARS | Gov Rec<br>TOTAL<br>FTE | Gov Rec<br>One-Time<br>DOLLARS E |
| Total PS   | 0                        | 0.0                  | 0                         | 0.0                   | 0                           | 0.0                     | 0                           | 0.0                     | 0                                |
| Total EE   | 0                        | 0                    | 0                         | 0                     | 0                           | 0                       | 0                           | 0                       | 0                                |
| Program Distributions                                    |                          |                      |                           |                       | 446,774                     |                         | 446,774                     |                         |                                  |
| Total PSD  | 0                        | 0                    | 0                         | 0                     | 446,774                     |                         | 446,774                     | 0                       |                                  |
| Transfers  | 446,774                  |                      |                           |                       |                             | 446,774                 |                             |                         |                                  |
| Total TRF  | 446,774                  |                      | 0                         |                       | 0                           |                         | 446,774                     |                         | 0                                |
| <b>Grand Total</b>                                       | <b>446,774</b>           | <b>0.0</b>           | <b>0</b>                  | <b>0.0</b>            | <b>446,774</b>              | <b>0.0</b>              | <b>893,548</b>              | <b>0.0</b>              | <b>0</b>                         |

**NEW DECISION ITEM**  
RANK: \_\_\_\_\_ OF \_\_\_\_\_

|   |                    |                                   |
|---|--------------------|-----------------------------------|
| <b>Department:</b> Economic Development                         | <b>Budget Unit</b> | 42280C and 42290C                 |
| <b>Division:</b> Business and Community Services                |                    |                                   |
| <b>DI Name:</b> TIF Spending Authority and GR Transfer Increase | <b>DI#</b> 1419005 | <b>HB Section</b> 7.050 and 7.055 |

**6. PERFORMANCE MEASURES** (If new decision item has an associated core, separately identify projected performance with & without additional funding.)

**6a. Provide an effectiveness measure.**

Refer to the Core Description for the Tax Increment Financing Program.

**6b. Provide an efficiency measure.**

Refer to the Core Description for the Tax Increment Financing Program.

**6c. Provide the number of clients/individuals served, if applicable.**

Refer to the Core Description for the Tax Increment Financing Program.

**6d. Provide a customer satisfaction measure, if available.**

Refer to the Core Description for the Tax Increment Financing Program.

**7. STRATEGIES TO ACHIEVE THE PERFORMANCE MEASUREMENT TARGETS:**

DED works closely with the communities to track the project build-out period and adjust any budget requests to reflect updated increment estimates if less than the amount obligated by contract.

**DEPARTMENT OF ECONOMIC DEVELOPMENT**
**DECISION ITEM DETAIL**

| Budget Unit                              | FY 2017    | FY 2017     | FY 2018    | FY 2018     | FY 2019    | FY 2019     | FY 2019            | FY 2019     |
|--|------------|-------------|------------|-------------|------------|-------------|--------------------|-------------|
| Decision Item                            | ACTUAL     | ACTUAL      | BUDGET     | BUDGET      | DEPT REQ   | DEPT REQ    | GOV REC            | GOV REC     |
| Budget Object Class                      | DOLLAR     | FTE         | DOLLAR     | FTE         | DOLLAR     | FTE         | DOLLAR             | FTE         |
| <b>STATE TIF PROGRAM</b>                 |            |             |            |             |            |             |                    |             |
| TIF GR Trf - Spending Auth Inc - 1419005 |            |             |            |             |            |             |                    |             |
| PROGRAM DISTRIBUTIONS                    | 0          | 0.00        | 0          | 0.00        | 0          | 0.00        | 1,046,774          | 0.00        |
| TOTAL - PD                               | 0          | 0.00        | 0          | 0.00        | 0          | 0.00        | 1,046,774          | 0.00        |
| <b>GRAND TOTAL</b>                       | <b>\$0</b> | <b>0.00</b> | <b>\$0</b> | <b>0.00</b> | <b>\$0</b> | <b>0.00</b> | <b>\$1,046,774</b> | <b>0.00</b> |
| GENERAL REVENUE                          | \$0        | 0.00        | \$0        | 0.00        | \$0        | 0.00        | \$0                | 0.00        |
| FEDERAL FUNDS                            | \$0        | 0.00        | \$0        | 0.00        | \$0        | 0.00        | \$0                | 0.00        |
| OTHER FUNDS                              | \$0        | 0.00        | \$0        | 0.00        | \$0        | 0.00        | \$1,046,774        | 0.00        |

## CORE DECISION ITEM

| <b>Department:</b> Economic Development<br><b>Division:</b> Business and Community Services<br><b>Core:</b> Tax Increment Financing (TIF) Transfer  | <b>Budget Unit</b> <u>42280C</u> |          |          |                   |
|---|----------------------------------|----------|----------|-------------------|
| <b>1. CORE FINANCIAL SUMMARY</b>  |                                  |          |          |                   |
| <b>FY 2019 Budget Request</b>   |                                  |          |          |                   |
|   | GR                               | Federal  | Other    | Total             |
| PS  | 0                                | 0        | 0        | 0                 |
| EE  | 0                                | 0        | 0        | 0                 |
| PSD   | 0                                | 0        | 0        | 0                 |
| TRF   | 30,103,350                       | 0        | 0        | 30,103,350        |
| <b>Total</b>  | <b>30,103,350</b>                | <b>0</b> | <b>0</b> | <b>30,103,350</b> |
| <br>  | <br>                             | <br>     | <br>     | <br>              |
| FTE   | 0.00                             | 0.00     | 0.00     | 0.00              |
| <br>  | <br>                             | <br>     | <br>     | <br>              |
| <b>Est. Fringe</b>  | <b>0</b>                         | <b>0</b> | <b>0</b> | <b>0</b>          |
| <i>Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.</i>  |                                  |          |          |                   |
| Other Funds:  |                                  |          |          |                   |
| Notes:  |                                  |          |          |                   |
| <b>2. CORE DESCRIPTION</b>  |                                  |          |          |                   |
| <p>This core decision item is the required General Revenue transfer that provides funding for the Tax Increment Financing (TIF) program. It provides funds to remit for the tax increment financing captured via state economic activity taxes generated as a result of planned redevelopment activities within a prescribed area. The net new taxes generated are captured in accordance with the law, for approved projects, and used to pay eligible redevelopment costs. Those costs include public infrastructure necessary to generate reuse of the properties.</p> |                                  |          |          |                   |
| <b>3. PROGRAM LISTING (list programs included in this core funding)</b>   |                                  |          |          |                   |
| State Tax Increment Financing Program   |                                  |          |          |                   |

## CORE DECISION ITEM

**Department: Economic Development**

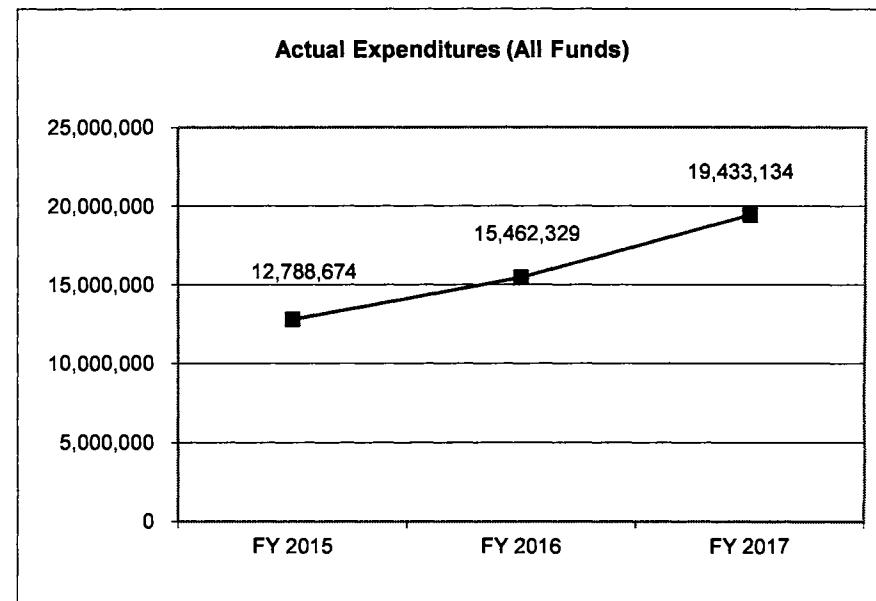
**Budget Unit 42280C**

**Division: Business and Community Services**

**Core: Tax Increment Financing (TIF) Transfer**

### 4. FINANCIAL HISTORY

|                                 | FY 2015<br>Actual | FY 2016<br>Actual | FY 2017<br>Actual | FY 2018<br>Current Yr. |
|---------------------------------|-------------------|-------------------|-------------------|------------------------|
| Appropriation (All Funds)       | 13,510,000        | 16,400,000        | 23,772,860        | 30,103,350             |
| Less Reverted (All Funds)*      | (405,300)         | (492,000)         | (713,186)         | (903,101)              |
| Less Restricted (All Funds)*    | 0                 | 0                 | 0                 | 0                      |
| Budget Authority (All Funds)    | 13,104,700        | 15,908,000        | 23,059,674        | 29,200,249             |
| Actual Expenditures (All Funds) | 12,788,674        | 15,462,329        | 19,433,134        | N/A                    |
| Unexpended (All Funds)          | 316,026           | 445,671           | 3,626,540         | N/A                    |
| Unexpended, by Fund:            |                   |                   |                   |                        |
| General Revenue                 | 316,026           | 445,671           | 3,626,540         | N/A                    |
| Federal                         | 0                 | 0                 | 0                 | N/A                    |
| Other                           | 0                 | 0                 | 0                 | N/A                    |
|                                 | (1)               | (1)               | (1)               |                        |



\*Restricted amount is as of: \_\_\_\_\_

Reverted includes Governor's standard 3 percent reserve (when applicable) and any extraordinary withholdings.

Restricted includes any Governor's Expenditure Restrictions which remained at the end of the fiscal year (when applicable)

**NOTES:** (1) Transfer from GR to Missouri Supplement Tax Increment Financing Fund. Funds are only paid out as projects generate increment.

## CORE RECONCILIATION DETAIL

**DEPARTMENT OF ECONOMIC DEVELOPMENT  
STATE TIF PROGRAM-TRANSFER**

### 5. CORE RECONCILIATION DETAIL

|                                    | Budget Class | FTE         | GR                | Federal  | Other    | Total             | Explanation |
|------------------------------------|--------------|-------------|-------------------|----------|----------|-------------------|-------------|
| <b>TAFF AFTER VETOES</b>           | TRF          | 0.00        | 30,103,350        | 0        | 0        | 30,103,350        |             |
|                                    | <b>Total</b> | <b>0.00</b> | <b>30,103,350</b> | <b>0</b> | <b>0</b> | <b>30,103,350</b> |             |
| <b>DEPARTMENT CORE REQUEST</b>     | TRF          | 0.00        | 30,103,350        | 0        | 0        | 30,103,350        |             |
|                                    | <b>Total</b> | <b>0.00</b> | <b>30,103,350</b> | <b>0</b> | <b>0</b> | <b>30,103,350</b> |             |
| <b>GOVERNOR'S RECOMMENDED CORE</b> | TRF          | 0.00        | 30,103,350        | 0        | 0        | 30,103,350        |             |
|                                    | <b>Total</b> | <b>0.00</b> | <b>30,103,350</b> | <b>0</b> | <b>0</b> | <b>30,103,350</b> |             |

**DEPARTMENT OF ECONOMIC DEVELOPMENT**
**DECISION ITEM SUMMARY**

| Budget Unit<br>Decision Item<br>Budget Object Summary<br>Fund | FY 2017<br>ACTUAL<br>DOLLAR | FY 2017<br>ACTUAL<br>FTE | FY 2018<br>BUDGET<br>DOLLAR | FY 2018<br>BUDGET<br>FTE | FY 2019<br>DEPT REQ<br>DOLLAR | FY 2019<br>DEPT REQ<br>FTE | FY 2019<br>GOV REC<br>DOLLAR | FY 2019<br>GOV REC<br>FTE |
|---|-----------------------------|--------------------------|-----------------------------|--------------------------|-------------------------------|----------------------------|------------------------------|---------------------------|
| <b>STATE TIF PROGRAM-TRANSFER</b>                             |                             |                          |                             |                          |                               |                            |                              |                           |
| CORE  |                             |                          |                             |                          |                               |                            |                              |                           |
| FUND TRANSFERS  |                             |                          |                             |                          |                               |                            |                              |                           |
| GENERAL REVENUE   | 19,433,134                  | 0.00                     | 30,103,350                  | 0.00                     | 30,103,350                    | 0.00                       | 30,103,350                   | 0.00                      |
| TOTAL - TRF   | 19,433,134                  | 0.00                     | 30,103,350                  | 0.00                     | 30,103,350                    | 0.00                       | 30,103,350                   | 0.00                      |
| <b>TOTAL</b>  | <b>19,433,134</b>           | <b>0.00</b>              | <b>30,103,350</b>           | <b>0.00</b>              | <b>30,103,350</b>             | <b>0.00</b>                | <b>30,103,350</b>            | <b>0.00</b>               |
| TIF GR Trf - Spending Auth Inc - 1419005                      |                             |                          |                             |                          |                               |                            |                              |                           |
| FUND TRANSFERS  |                             |                          |                             |                          |                               |                            |                              |                           |
| GENERAL REVENUE   | 0                           | 0.00                     | 0                           | 0.00                     | 0                             | 0.00                       | 1,046,774                    | 0.00                      |
| TOTAL - TRF   | 0                           | 0.00                     | 0                           | 0.00                     | 0                             | 0.00                       | 1,046,774                    | 0.00                      |
| <b>TOTAL</b>  | <b>0</b>                    | <b>0.00</b>              | <b>0</b>                    | <b>0.00</b>              | <b>0</b>                      | <b>0.00</b>                | <b>1,046,774</b>             | <b>0.00</b>               |
| <b>GRAND TOTAL</b>  | <b>\$19,433,134</b>         | <b>0.00</b>              | <b>\$30,103,350</b>         | <b>0.00</b>              | <b>\$30,103,350</b>           | <b>0.00</b>                | <b>\$31,150,124</b>          | <b>0.00</b>               |

**DEPARTMENT OF ECONOMIC DEVELOPMENT**
**DECISION ITEM DETAIL**

| Budget Unit                       | FY 2017             | FY 2017     | FY 2018             | FY 2018     | FY 2019             | FY 2019     | FY 2019             | FY 2019     |
|-----------------------------------|---------------------|-------------|---------------------|-------------|---------------------|-------------|---------------------|-------------|
| Decision Item                     | ACTUAL              | ACTUAL      | BUDGET              | BUDGET      | DEPT REQ            | DEPT REQ    | GOV REC             | GOV REC     |
| Budget Object Class               | DOLLAR              | FTE         | DOLLAR              | FTE         | DOLLAR              | FTE         | DOLLAR              | FTE         |
| <b>STATE TIF PROGRAM-TRANSFER</b> |                     |             |                     |             |                     |             |                     |             |
| <b>CORE</b>                       |                     |             |                     |             |                     |             |                     |             |
| TRANSFERS OUT                     | 19,433,134          | 0.00        | 30,103,350          | 0.00        | 30,103,350          | 0.00        | 30,103,350          | 0.00        |
| <b>TOTAL - TRF</b>                | <b>19,433,134</b>   | <b>0.00</b> | <b>30,103,350</b>   | <b>0.00</b> | <b>30,103,350</b>   | <b>0.00</b> | <b>30,103,350</b>   | <b>0.00</b> |
| <b>GRAND TOTAL</b>                | <b>\$19,433,134</b> | <b>0.00</b> | <b>\$30,103,350</b> | <b>0.00</b> | <b>\$30,103,350</b> | <b>0.00</b> | <b>\$30,103,350</b> | <b>0.00</b> |
| GENERAL REVENUE                   | \$19,433,134        | 0.00        | \$30,103,350        | 0.00        | \$30,103,350        | 0.00        | \$30,103,350        | 0.00        |
| FEDERAL FUNDS                     | \$0                 | 0.00        | \$0                 | 0.00        | \$0                 | 0.00        | \$0                 | 0.00        |
| OTHER FUNDS                       | \$0                 | 0.00        | \$0                 | 0.00        | \$0                 | 0.00        | \$0                 | 0.00        |

## PROGRAM DESCRIPTION

**Department: Economic Development**

**Program Name: State Tax Increment Financing (TIF) Program**

**Program is found in the following core budget(s): Tax Increment Financing (TIF) Transfer**

**1a. What strategic priority does this program address?**

Grow Missouri's Businesses.

**1b. What does this program do?**

This transfer provides funding for the state TIF program. Tax increment financing (TIF) captures state economic activity taxes generated as a result of planned redevelopment activities within a prescribed area. The net new taxes generated are captured in accordance with the law, for approved projects, and used to pay eligible redevelopment costs. Those costs include public infrastructure necessary to generate reuse of the properties.

**2. What is the authorization for this program, i.e., federal or state statute, etc.? (Include the federal program number, if applicable.)**

Section 99.800-99.865, RSMo

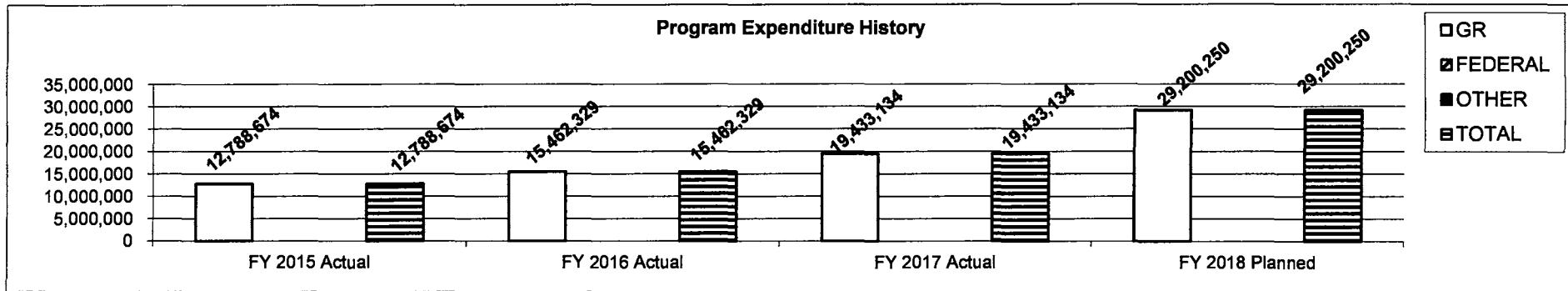
**3. Are there federal matching requirements? If yes, please explain.**

No

**4. Is this a federally mandated program? If yes, please explain.**

No

**5. Provide actual expenditures for the prior three fiscal years and planned expenditures for the current fiscal year.**



Note: Planned expenditures for GR reflect 3% Governor's Reserve.

**6. What are the sources of the "Other" funds?**

GR transfer to the Missouri Supplement Tax Increment Finance Fund (0848)

## PROGRAM DESCRIPTION

**Department: Economic Development**

**Program Name: State Tax Increment Financing (TIF) Program**

**Program is found in the following core budget(s): Tax Increment Financing (TIF) Transfer**

**7a. Provide an effectiveness measure.**

This is a GR transfer. Please refer to the Program Description for the State Tax Increment Financing (TIF) Program Core.

**7b. Provide an efficiency measure.**

This is a GR transfer. Please refer to the Program Description for the State Tax Increment Financing (TIF) Program Core.

**7c. Provide the number of clients/individuals served, if applicable.**

This is a GR transfer. Please refer to the Program Description for the State Tax Increment Financing (TIF) Program Core.

**7d. Provide a customer satisfaction measure, if available.**

This is a GR transfer. Please refer to the Program Description for the State Tax Increment Financing (TIF) Program Core.

**NEW DECISION ITEM**

RANK: \_\_\_\_\_ OF \_\_\_\_\_

| <b>Department:</b> Economic Development   |             | <b>Budget Unit</b> 42280C and 42290C |                                   |             |  |                       |                |             |                |                |   |
|---|-------------|--------------------------------------|-----------------------------------|-------------|--|-----------------------|----------------|-------------|----------------|----------------|---|
| <b>Division:</b> Business and Community Services  |             |                                      |                                   |             |  |                       |                |             |                |                |   |
| <b>DI Name:</b> TIF Spending Authority and GR Transfer Increase   |             | <b>DI#</b> 1419005                   | <b>HB Section</b> 7.050 and 7.055 |             |  |                       |                |             |                |                |   |
| <b>1. AMOUNT OF REQUEST</b>   |             |                                      |                                   |             |  |                       |                |             |                |                |   |
| <b>FY 2019 Budget Request</b>   |             |                                      |                                   |             | <b>FY 2019 Governor's Recommendation</b>   |                       |                |             |                |                |   |
|   | GR          | Federal                              | Other                             | Total       | E  |                       | GR             | Federal     | Other          | Total          | E |
| PS  | 0           | 0                                    | 0                                 | 0           |  | PS                    | 0              | 0           | 0              | 0              |   |
| EE  | 0           | 0                                    | 0                                 | 0           |  | EE                    | 0              | 0           | 0              | 0              |   |
| PSD   | 0           | 0                                    | 0                                 | 0           |  | PSD                   | 0              | 0           | 446,774        | 446,774        |   |
| TRF   | 0           | 0                                    | 0                                 | 0           |  | TRF                   | 446,774        | 0           | 0              | 446,774        |   |
| <b>Total</b>  | <b>0</b>    | <b>0</b>                             | <b>0</b>                          | <b>0</b>    |  | <b>Total</b>          | <b>446,774</b> | <b>0</b>    | <b>446,774</b> | <b>893,548</b> |   |
| <b>FTE</b>  | <b>0.00</b> | <b>0.00</b>                          | <b>0.00</b>                       | <b>0.00</b> |  | <b>FTE</b>            | <b>0.00</b>    | <b>0.00</b> | <b>0.00</b>    | <b>0.00</b>    |   |
| <b>Est. Fringe</b>  | <b>0</b>    | <b>0</b>                             | <b>0</b>                          | <b>0</b>    |  | <b>Est. Fringe</b>    | <b>0</b>       | <b>0</b>    | <b>0</b>       | <b>0</b>       |   |
| <i>Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.</i>  |             |                                      |                                   |             | <i>Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.</i> |                       |                |             |                |                |   |
| Other Funds:  |             |                                      |                                   |             | Other Funds:   |                       |                |             |                |                |   |
| <b>2. THIS REQUEST CAN BE CATEGORIZED AS:</b>   |             |                                      |                                   |             |  |                       |                |             |                |                |   |
| New Legislation   |             |                                      | New Program                       |             |  | Fund Switch           |                |             |                |                |   |
| Federal Mandate   |             |                                      | Program Expansion                 |             |  | Cost to Continue      |                |             |                |                |   |
| GR Pick-Up  |             |                                      | Space Request                     |             |  | Equipment Replacement |                |             |                |                |   |
| Pay Plan  |             |                                      | Other: Transfer Increase          |             |  |                       |                |             |                |                |   |
| <b>3. WHY IS THIS FUNDING NEEDED? PROVIDE AN EXPLANATION FOR ITEMS CHECKED IN #2. INCLUDE THE FEDERAL OR STATE STATUTORY OR CONSTITUTIONAL AUTHORIZATION FOR THIS PROGRAM.</b>  |             |                                      |                                   |             |  |                       |                |             |                |                |   |
| <p>This new decision item is being requested in order to increase the appropriation authority and corresponding GR Transfer for the State Tax Increment Financing Fund. Tax increment financing (TIF) captures state economic activity taxes generated as a result of planned redevelopment activities within a prescribed area. The net new taxes generated are captured in accordance with the law for approved projects and used to pay eligible redevelopment costs. Those costs include public infrastructure necessary to generate reuse of the property.</p> |             |                                      |                                   |             |  |                       |                |             |                |                |   |
| <p>Projects requiring an increase include: Kansas City Midtown, St. Louis City Convention Hotel, Riverside Levee, and St. Louis Lambert Airport Eastern Perimeter at a total of \$446,774.</p>  |             |                                      |                                   |             |  |                       |                |             |                |                |   |

**NEW DECISION ITEM**  
**RANK: \_\_\_\_\_ OF \_\_\_\_\_**

| <p><b>Department:</b> Economic Development<br/> <b>Division:</b> Business and Community Services<br/> <b>DI Name:</b> TIF Spending Authority and GR Transfer Increase</p>   | <p><b>Budget Unit</b> 42280C and 42290C<br/> <b>DI#</b> 1419005 <b>HB Section</b> 7.050 and 7.055</p> |                               |                           |                            |                            |                              |                              |                              |                              |                                 |                                 |               |          |   |     |   |     |   |     |   |     |   |                           |  |  |  |  |  |  |   |   |   |          |   |  |   |  |   |  |   |  |   |                       |  |  |  |  |   |  |   |  |   |           |   |  |   |  |   |  |   |  |   |           |   |  |  |  |  |  |  |  |  |           |   |  |   |  |   |  |   |  |   |             |   |     |   |     |   |     |   |     |   |
|---|---|-------------------------------|---------------------------|----------------------------|----------------------------|------------------------------|------------------------------|------------------------------|------------------------------|---------------------------------|---------------------------------|---------------|----------|---|-----|---|-----|---|-----|---|-----|---|---------------------------|--|--|--|--|--|--|---|---|---|----------|---|--|---|--|---|--|---|--|---|-----------------------|--|--|--|--|---|--|---|--|---|-----------|---|--|---|--|---|--|---|--|---|-----------|---|--|--|--|--|--|--|--|--|-----------|---|--|---|--|---|--|---|--|---|-------------|---|-----|---|-----|---|-----|---|-----|---|
| <p><b>4. DESCRIBE THE DETAILED ASSUMPTIONS USED TO DERIVE THE SPECIFIC REQUESTED AMOUNT. (How did you determine that the requested number of FTE were appropriate? From what source or standard did you derive the requested levels of funding? Were alternatives such as outsourcing or automation considered? If based on new legislation, does request tie to TAPP fiscal note? If not, explain why. Detail which portions of the request are one-times and how those amounts were calculated.)</b></p> <p>Total reimbursement amounts, prescribed in Certificates of Approval for State TIF projects for FY19, estimate an increase of \$446,774. The current TIF appropriation is \$30,103,350. This request will bring the total TIF appropriation and the GR Transfer to \$30,550,124.</p> <p>State TIF requires a General Revenue transfer into the State Tax Increment Financing Fund (0848).</p>  |   |                               |                           |                            |                            |                              |                              |                              |                              |                                 |                                 |               |          |   |     |   |     |   |     |   |     |   |                           |  |  |  |  |  |  |   |   |   |          |   |  |   |  |   |  |   |  |   |                       |  |  |  |  |   |  |   |  |   |           |   |  |   |  |   |  |   |  |   |           |   |  |  |  |  |  |  |  |  |           |   |  |   |  |   |  |   |  |   |             |   |     |   |     |   |     |   |     |   |
| <p><b>5. BREAK DOWN THE REQUEST BY BUDGET OBJECT CLASS, JOB CLASS, AND FUND SOURCE. IDENTIFY ONE-TIME COSTS.</b></p> <table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th rowspan="2" style="width: 25%;">Budget Object Class/Job Class</th> <th>Dept Req<br/>GR<br/>DOLLARS</th> <th>Dept Req<br/>GR<br/>FTE</th> <th>Dept Req<br/>FED<br/>DOLLARS</th> <th>Dept Req<br/>FED<br/>FTE</th> <th>Dept Req<br/>OTHER<br/>DOLLARS</th> <th>Dept Req<br/>OTHER<br/>FTE</th> <th>Dept Req<br/>TOTAL<br/>DOLLARS</th> <th>Dept Req<br/>TOTAL<br/>FTE</th> <th>Dept Req<br/>One-Time<br/>DOLLARS</th> <th>Dept Req<br/>E</th> </tr> </thead> <tbody> <tr> <td>Total PS</td> <td>0</td> <td>0.0</td> <td>0</td> <td>0.0</td> <td>0</td> <td>0.0</td> <td>0</td> <td>0.0</td> <td>0</td> </tr> <tr> <td>400/Professional Services</td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td>0</td> <td>0</td> <td>0</td> </tr> <tr> <td>Total EE</td> <td>0</td> <td></td> <td>0</td> <td></td> <td>0</td> <td></td> <td>0</td> <td></td> <td>0</td> </tr> <tr> <td>Program Distributions</td> <td></td> <td></td> <td></td> <td></td> <td>0</td> <td></td> <td>0</td> <td></td> <td>0</td> </tr> <tr> <td>Total PSD</td> <td>0</td> <td></td> <td>0</td> <td></td> <td>0</td> <td></td> <td>0</td> <td></td> <td>0</td> </tr> <tr> <td>Transfers</td> <td>0</td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> </tr> <tr> <td>Total TRF</td> <td>0</td> <td></td> <td>0</td> <td></td> <td>0</td> <td></td> <td>0</td> <td></td> <td>0</td> </tr> <tr> <td>Grand Total</td> <td>0</td> <td>0.0</td> <td>0</td> <td>0.0</td> <td>0</td> <td>0.0</td> <td>0</td> <td>0.0</td> <td>0</td> </tr> </tbody> </table> |   | Budget Object Class/Job Class | Dept Req<br>GR<br>DOLLARS | Dept Req<br>GR<br>FTE      | Dept Req<br>FED<br>DOLLARS | Dept Req<br>FED<br>FTE       | Dept Req<br>OTHER<br>DOLLARS | Dept Req<br>OTHER<br>FTE     | Dept Req<br>TOTAL<br>DOLLARS | Dept Req<br>TOTAL<br>FTE        | Dept Req<br>One-Time<br>DOLLARS | Dept Req<br>E | Total PS | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 | 0 | 400/Professional Services |  |  |  |  |  |  | 0 | 0 | 0 | Total EE | 0 |  | 0 |  | 0 |  | 0 |  | 0 | Program Distributions |  |  |  |  | 0 |  | 0 |  | 0 | Total PSD | 0 |  | 0 |  | 0 |  | 0 |  | 0 | Transfers | 0 |  |  |  |  |  |  |  |  | Total TRF | 0 |  | 0 |  | 0 |  | 0 |  | 0 | Grand Total | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 | 0 |
| Budget Object Class/Job Class   | Dept Req<br>GR<br>DOLLARS   |                               | Dept Req<br>GR<br>FTE     | Dept Req<br>FED<br>DOLLARS | Dept Req<br>FED<br>FTE     | Dept Req<br>OTHER<br>DOLLARS | Dept Req<br>OTHER<br>FTE     | Dept Req<br>TOTAL<br>DOLLARS | Dept Req<br>TOTAL<br>FTE     | Dept Req<br>One-Time<br>DOLLARS | Dept Req<br>E                   |               |          |   |     |   |     |   |     |   |     |   |                           |  |  |  |  |  |  |   |   |   |          |   |  |   |  |   |  |   |  |   |                       |  |  |  |  |   |  |   |  |   |           |   |  |   |  |   |  |   |  |   |           |   |  |  |  |  |  |  |  |  |           |   |  |   |  |   |  |   |  |   |             |   |     |   |     |   |     |   |     |   |
|   | Total PS  | 0                             | 0.0                       | 0                          | 0.0                        | 0                            | 0.0                          | 0                            | 0.0                          | 0                               |                                 |               |          |   |     |   |     |   |     |   |     |   |                           |  |  |  |  |  |  |   |   |   |          |   |  |   |  |   |  |   |  |   |                       |  |  |  |  |   |  |   |  |   |           |   |  |   |  |   |  |   |  |   |           |   |  |  |  |  |  |  |  |  |           |   |  |   |  |   |  |   |  |   |             |   |     |   |     |   |     |   |     |   |
| 400/Professional Services   |   |                               |                           |                            |                            |                              | 0                            | 0                            | 0                            |                                 |                                 |               |          |   |     |   |     |   |     |   |     |   |                           |  |  |  |  |  |  |   |   |   |          |   |  |   |  |   |  |   |  |   |                       |  |  |  |  |   |  |   |  |   |           |   |  |   |  |   |  |   |  |   |           |   |  |  |  |  |  |  |  |  |           |   |  |   |  |   |  |   |  |   |             |   |     |   |     |   |     |   |     |   |
| Total EE  | 0   |                               | 0                         |                            | 0                          |                              | 0                            |                              | 0                            |                                 |                                 |               |          |   |     |   |     |   |     |   |     |   |                           |  |  |  |  |  |  |   |   |   |          |   |  |   |  |   |  |   |  |   |                       |  |  |  |  |   |  |   |  |   |           |   |  |   |  |   |  |   |  |   |           |   |  |  |  |  |  |  |  |  |           |   |  |   |  |   |  |   |  |   |             |   |     |   |     |   |     |   |     |   |
| Program Distributions   |   |                               |                           |                            | 0                          |                              | 0                            |                              | 0                            |                                 |                                 |               |          |   |     |   |     |   |     |   |     |   |                           |  |  |  |  |  |  |   |   |   |          |   |  |   |  |   |  |   |  |   |                       |  |  |  |  |   |  |   |  |   |           |   |  |   |  |   |  |   |  |   |           |   |  |  |  |  |  |  |  |  |           |   |  |   |  |   |  |   |  |   |             |   |     |   |     |   |     |   |     |   |
| Total PSD   | 0   |                               | 0                         |                            | 0                          |                              | 0                            |                              | 0                            |                                 |                                 |               |          |   |     |   |     |   |     |   |     |   |                           |  |  |  |  |  |  |   |   |   |          |   |  |   |  |   |  |   |  |   |                       |  |  |  |  |   |  |   |  |   |           |   |  |   |  |   |  |   |  |   |           |   |  |  |  |  |  |  |  |  |           |   |  |   |  |   |  |   |  |   |             |   |     |   |     |   |     |   |     |   |
| Transfers   | 0   |                               |                           |                            |                            |                              |                              |                              |                              |                                 |                                 |               |          |   |     |   |     |   |     |   |     |   |                           |  |  |  |  |  |  |   |   |   |          |   |  |   |  |   |  |   |  |   |                       |  |  |  |  |   |  |   |  |   |           |   |  |   |  |   |  |   |  |   |           |   |  |  |  |  |  |  |  |  |           |   |  |   |  |   |  |   |  |   |             |   |     |   |     |   |     |   |     |   |
| Total TRF   | 0   |                               | 0                         |                            | 0                          |                              | 0                            |                              | 0                            |                                 |                                 |               |          |   |     |   |     |   |     |   |     |   |                           |  |  |  |  |  |  |   |   |   |          |   |  |   |  |   |  |   |  |   |                       |  |  |  |  |   |  |   |  |   |           |   |  |   |  |   |  |   |  |   |           |   |  |  |  |  |  |  |  |  |           |   |  |   |  |   |  |   |  |   |             |   |     |   |     |   |     |   |     |   |
| Grand Total   | 0   | 0.0                           | 0                         | 0.0                        | 0                          | 0.0                          | 0                            | 0.0                          | 0                            |                                 |                                 |               |          |   |     |   |     |   |     |   |     |   |                           |  |  |  |  |  |  |   |   |   |          |   |  |   |  |   |  |   |  |   |                       |  |  |  |  |   |  |   |  |   |           |   |  |   |  |   |  |   |  |   |           |   |  |  |  |  |  |  |  |  |           |   |  |   |  |   |  |   |  |   |             |   |     |   |     |   |     |   |     |   |

## NEW DECISION ITEM

RANK: \_\_\_\_\_ OF \_\_\_\_\_

| <b>Department:</b> Economic Development                         | <b>Budget Unit</b> 42280C and 42290C                 |                      |                           |                       |                             |                         |                             |                         |                                  |
|---|--|----------------------|---------------------------|-----------------------|-----------------------------|-------------------------|-----------------------------|-------------------------|----------------------------------|
| <b>Division:</b> Business and Community Services                |  |                      |                           |                       |                             |                         |                             |                         |                                  |
| <b>DI Name:</b> TIF Spending Authority and GR Transfer Increase | <b>DI#</b> 1419005 <b>HB Section</b> 7.050 and 7.055 |                      |                           |                       |                             |                         |                             |                         |                                  |
| <hr/>   |  |                      |                           |                       |                             |                         |                             |                         |                                  |
| Budget Object Class/Job Class                                   | Gov Rec<br>GR<br>DOLLARS                             | Gov Rec<br>GR<br>FTE | Gov Rec<br>FED<br>DOLLARS | Gov Rec<br>FED<br>FTE | Gov Rec<br>OTHER<br>DOLLARS | Gov Rec<br>OTHER<br>FTE | Gov Rec<br>TOTAL<br>DOLLARS | Gov Rec<br>TOTAL<br>FTE | Gov Rec<br>One-Time<br>DOLLARS E |
| Total PS  | 0  | 0.0                  | 0                         | 0.0                   | 0                           | 0.0                     | 0                           | 0.0                     | 0                                |
|   |  |                      |                           |                       |                             |                         | 0                           | 0                       | 0.0                              |
| Total EE  | 0  | 0                    | 0                         |                       | 0                           |                         | 0                           |                         | 0                                |
| Program Distributions   |  |                      |                           |                       | 446,774                     |                         | 446,774                     |                         |                                  |
| Total PSD   | 0  | 0                    |                           |                       | 446,774                     |                         | 446,774                     |                         | 0                                |
| Transfers   | 446,774  |                      |                           |                       |                             |                         | 446,774                     |                         |                                  |
| Total TRF   | 446,774  |                      | 0                         |                       | 0                           |                         | 446,774                     |                         | 0                                |
| <b>Grand Total</b>  | <b>446,774</b>                                       | <b>0.0</b>           | <b>0</b>                  | <b>0.0</b>            | <b>446,774</b>              | <b>0.0</b>              | <b>893,548</b>              | <b>0.0</b>              | <b>0</b>                         |

**NEW DECISION ITEM**  
RANK: \_\_\_\_\_ OF \_\_\_\_\_

|   |                    |                                   |
|---|--------------------|-----------------------------------|
| <b>Department:</b> Economic Development                         | <b>Budget Unit</b> | 42280C and 42290C                 |
| <b>Division:</b> Business and Community Services                |                    |                                   |
| <b>DI Name:</b> TIF Spending Authority and GR Transfer Increase | <b>DI#</b> 1419005 | <b>HB Section</b> 7.050 and 7.055 |

**6. PERFORMANCE MEASURES** (If new decision item has an associated core, separately identify projected performance with & without additional funding.)

**6a. Provide an effectiveness measure.**

Refer to the Core Description for the Tax Increment Financing Program.

**6b. Provide an efficiency measure.**

Refer to the Core Description for the Tax Increment Financing Program.

**6c. Provide the number of clients/individuals served, if applicable.**

Refer to the Core Description for the Tax Increment Financing Program.

**6d. Provide a customer satisfaction measure, if available.**

Refer to the Core Description for the Tax Increment Financing Program.

**7. STRATEGIES TO ACHIEVE THE PERFORMANCE MEASUREMENT TARGETS:**

DED works closely with the communities to track the project build-out period and adjust any budget requests to reflect updated increment estimates if less than the amount obligated by contract.

**DEPARTMENT OF ECONOMIC DEVELOPMENT**
**DECISION ITEM DETAIL**

| Budget Unit                              | FY 2017    | FY 2017     | FY 2018    | FY 2018     | FY 2019    | FY 2019     | FY 2019            | FY 2019     |
|--|------------|-------------|------------|-------------|------------|-------------|--------------------|-------------|
| Decision Item                            | ACTUAL     | ACTUAL      | BUDGET     | BUDGET      | DEPT REQ   | DEPT REQ    | GOV REC            | GOV REC     |
| Budget Object Class                      | DOLLAR     | FTE         | DOLLAR     | FTE         | DOLLAR     | FTE         | DOLLAR             | FTE         |
| <b>STATE TIF PROGRAM-TRANSFER</b>        |            |             |            |             |            |             |                    |             |
| TIF GR Trf - Spending Auth Inc - 1419005 |            |             |            |             |            |             |                    |             |
| TRANSFERS OUT                            | 0          | 0.00        | 0          | 0.00        | 0          | 0.00        | 1,046,774          | 0.00        |
| <b>TOTAL - TRF</b>                       | <b>0</b>   | <b>0.00</b> | <b>0</b>   | <b>0.00</b> | <b>0</b>   | <b>0.00</b> | <b>1,046,774</b>   | <b>0.00</b> |
| <b>GRAND TOTAL</b>                       | <b>\$0</b> | <b>0.00</b> | <b>\$0</b> | <b>0.00</b> | <b>\$0</b> | <b>0.00</b> | <b>\$1,046,774</b> | <b>0.00</b> |
| GENERAL REVENUE                          | \$0        | 0.00        | \$0        | 0.00        | \$0        | 0.00        | \$1,046,774        | 0.00        |
| FEDERAL FUNDS                            | \$0        | 0.00        | \$0        | 0.00        | \$0        | 0.00        | \$0                | 0.00        |
| OTHER FUNDS                              | \$0        | 0.00        | \$0        | 0.00        | \$0        | 0.00        | \$0                | 0.00        |

**CORE DECISION ITEM**

**Department: Economic Development**  
**Division: Business and Community Services**  
**Core: Missouri Downtown Economic Stimulus Act (MODESA)**

Budget Unit 42295C

**1. CORE FINANCIAL SUMMARY**

|              | FY 2019 Budget Request |          |                  |                  |
|--------------|------------------------|----------|------------------|------------------|
|              | GR                     | Federal  | Other            | Total            |
| PS           | 0                      | 0        | 0                | 0                |
| EE           | 0                      | 0        | 0                | 0                |
| PSD          | 0                      | 0        | 1,729,133        | 1,729,133        |
| TRF          | 0                      | 0        | 0                | 0                |
| <b>Total</b> | <b>0</b>               | <b>0</b> | <b>1,729,133</b> | <b>1,729,133</b> |

|     |      |      |      |      |
|-----|------|------|------|------|
| FTE | 0.00 | 0.00 | 0.00 | 0.00 |
|-----|------|------|------|------|

|                    |   |   |   |   |
|--------------------|---|---|---|---|
| <i>Est. Fringe</i> | 0 | 0 | 0 | 0 |
|--------------------|---|---|---|---|

Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

Other Funds: MODESA Fund (0766)

Notes:

**2. CORE DESCRIPTION**

This core decision item establishes spending authority for the Missouri Downtown Economic Stimulus (MODESA) program. This program is designed to use increment financing to support redevelopment in Missouri's downtowns. Tax increment financing captures state economic activity taxes generated as a result of planned redevelopment activities within a prescribed area. In this case, it must be within the recognized Central Business District. The net new taxes generated are captured in accordance with the law for approved projects and used to pay eligible redevelopment costs. Those costs include public infrastructure necessary to generate reuse of the properties.

Active Projects:

(1) Kansas City Live!: restore/rebuild an eight city block, approximately 425,000 sq. feet in the south central part of downtown Kansas City for an entertainment district that has live entertainment, dining, specialty retail establishments and loft housing.

(2) Ballpark Village: redevelop an area adjacent to Busch Stadium in St. Louis into restaurant, retail, entertainment, and office space.

**3. PROGRAM LISTING (list programs included in this core funding)**

Missouri Downtown Economic Stimulus Act (MODESA)

|              | FY 2019 Governor's Recommendation |          |                  |                  |
|--------------|-----------------------------------|----------|------------------|------------------|
|              | GR                                | Fed      | Other            | Total            |
| PS           | 0                                 | 0        | 0                | 0                |
| EE           | 0                                 | 0        | 0                | 0                |
| PSD          | 0                                 | 0        | 1,729,133        | 1,729,133        |
| TRF          | 0                                 | 0        | 0                | 0                |
| <b>Total</b> | <b>0</b>                          | <b>0</b> | <b>1,729,133</b> | <b>1,729,133</b> |

|     |      |      |      |      |
|-----|------|------|------|------|
| FTE | 0.00 | 0.00 | 0.00 | 0.00 |
|-----|------|------|------|------|

|                    |   |   |   |   |
|--------------------|---|---|---|---|
| <i>Est. Fringe</i> | 0 | 0 | 0 | 0 |
|--------------------|---|---|---|---|

Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

Other Funds: MODESA Fund (0766)

Notes:

**CORE DECISION ITEM**

**Department: Economic Development**

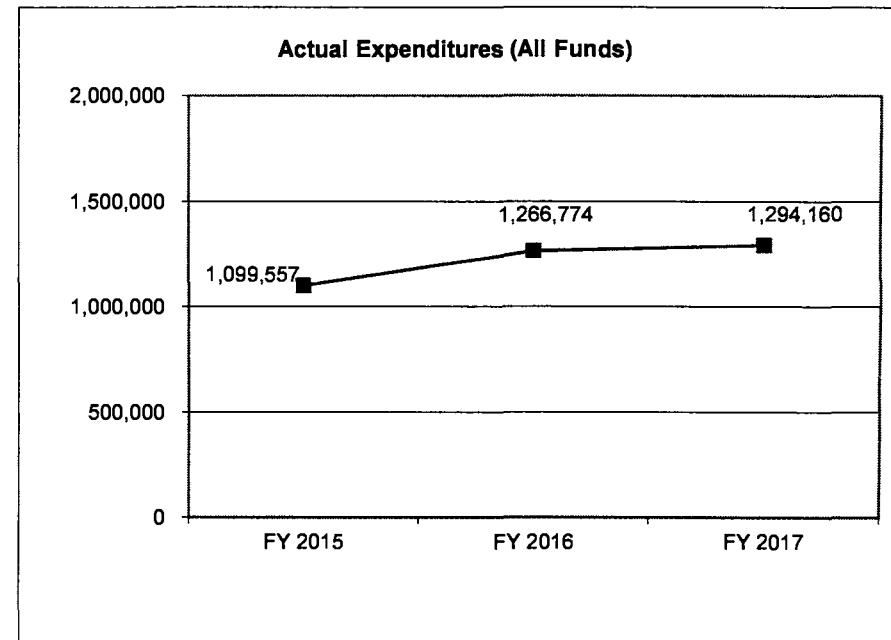
**Budget Unit 42295C**

**Division: Business and Community Services**

**Core: Missouri Downtown Economic Stimulus Act (MODESA)**

**4. FINANCIAL HISTORY**

|                                 | FY 2015<br>Actual | FY 2016<br>Actual | FY 2017<br>Actual | FY 2018<br>Current Yr. |
|---------------------------------|-------------------|-------------------|-------------------|------------------------|
| Appropriation (All Funds)       | 1,200,000         | 1,396,647         | 1,507,209         | 1,729,133              |
| Less Reverted (All Funds)       | 0                 | 0                 | 0                 | 0                      |
| Less Restricted (All Funds)     | 0                 | 0                 | 0                 | 0                      |
| Budget Authority (All Funds)    | 1,200,000         | 1,396,647         | 1,507,209         | 1,729,133              |
| Actual Expenditures (All Funds) | 1,099,557         | 1,266,774         | 1,294,160         | N/A                    |
| Unexpended (All Funds)          | 100,443           | 129,873           | 213,049           | N/A                    |
| Unexpended, by Fund:            |                   |                   |                   |                        |
| General Revenue                 | 0                 | 0                 | 0                 | N/A                    |
| Federal                         | 0                 | 0                 | 0                 | N/A                    |
| Other                           | 100,443           | 129,873           | 213,049           | N/A                    |
|                                 | (1)               | (1)               | (1)               |                        |



\*Restricted amount is as of: \_\_\_\_\_

Reverted includes Governor's standard 3 percent reserve (when applicable).

Restricted includes any extraordinary expenditure restriction (when applicable).

**NOTES:** (1) Funds are only expended as projects generate increment.

## CORE RECONCILIATION DETAIL

**DEPARTMENT OF ECONOMIC DEVELOPMENT  
MODESA PROGRAM**

### 5. CORE RECONCILIATION DETAIL

|                                    | Budget Class | FTE         | GR       | Federal  | Other            | Total            | Explanation |
|------------------------------------|--------------|-------------|----------|----------|------------------|------------------|-------------|
| <b>TAFF AFTER VETOES</b>           | PD           | 0.00        | 0        | 0        | 1,729,133        | 1,729,133        |             |
|                                    | <b>Total</b> | <b>0.00</b> | <b>0</b> | <b>0</b> | <b>1,729,133</b> | <b>1,729,133</b> |             |
| <b>DEPARTMENT CORE REQUEST</b>     | PD           | 0.00        | 0        | 0        | 1,729,133        | 1,729,133        |             |
|                                    | <b>Total</b> | <b>0.00</b> | <b>0</b> | <b>0</b> | <b>1,729,133</b> | <b>1,729,133</b> |             |
| <b>GOVERNOR'S RECOMMENDED CORE</b> | PD           | 0.00        | 0        | 0        | 1,729,133        | 1,729,133        |             |
|                                    | <b>Total</b> | <b>0.00</b> | <b>0</b> | <b>0</b> | <b>1,729,133</b> | <b>1,729,133</b> |             |

**DEPARTMENT OF ECONOMIC DEVELOPMENT**
**DECISION ITEM SUMMARY**
**Budget Unit**

| Decision Item<br>Budget Object Summary<br>Fund | FY 2017<br>ACTUAL<br>DOLLAR | FY 2017<br>ACTUAL<br>FTE | FY 2018<br>BUDGET<br>DOLLAR | FY 2018<br>BUDGET<br>FTE | FY 2019<br>DEPT REQ<br>DOLLAR | FY 2019<br>DEPT REQ<br>FTE | FY 2019<br>GOV REC<br>DOLLAR | FY 2019<br>GOV REC<br>FTE |
|--|-----------------------------|--------------------------|-----------------------------|--------------------------|-------------------------------|----------------------------|------------------------------|---------------------------|
| <b>MODESA PROGRAM</b>                          |                             |                          |                             |                          |                               |                            |                              |                           |
| <b>CORE</b>                                    |                             |                          |                             |                          |                               |                            |                              |                           |
| <b>PROGRAM-SPECIFIC</b>                        |                             |                          |                             |                          |                               |                            |                              |                           |
| STATE SUPP DOWNTOWN DEVELOPMNT                 | 1,294,160                   | 0.00                     | 1,729,133                   | 0.00                     | 1,729,133                     | 0.00                       | 1,729,133                    | 0.00                      |
| TOTAL - PD                                     | 1,294,160                   | 0.00                     | 1,729,133                   | 0.00                     | 1,729,133                     | 0.00                       | 1,729,133                    | 0.00                      |
| <b>TOTAL</b>                                   | <b>1,294,160</b>            | <b>0.00</b>              | <b>1,729,133</b>            | <b>0.00</b>              | <b>1,729,133</b>              | <b>0.00</b>                | <b>1,729,133</b>             | <b>0.00</b>               |
| <b>GRAND TOTAL</b>                             | <b>\$1,294,160</b>          | <b>0.00</b>              | <b>\$1,729,133</b>          | <b>0.00</b>              | <b>\$1,729,133</b>            | <b>0.00</b>                | <b>\$1,729,133</b>           | <b>0.00</b>               |

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**DEPARTMENT OF ECONOMIC DEVELOPMENT**
**DECISION ITEM DETAIL**

| Budget Unit           | FY 2017            | FY 2017     | FY 2018            | FY 2018     | FY 2019            | FY 2019     | FY 2019            | FY 2019     |
|-----------------------|--------------------|-------------|--------------------|-------------|--------------------|-------------|--------------------|-------------|
| Decision Item         | ACTUAL             | ACTUAL      | BUDGET             | BUDGET      | DEPT REQ           | DEPT REQ    | GOV REC            | GOV REC     |
| Budget Object Class   | DOLLAR             | FTE         | DOLLAR             | FTE         | DOLLAR             | FTE         | DOLLAR             | FTE         |
| <b>MODESA PROGRAM</b> |                    |             |                    |             |                    |             |                    |             |
| <b>CORE</b>           |                    |             |                    |             |                    |             |                    |             |
| PROGRAM DISTRIBUTIONS | 1,294,160          | 0.00        | 1,729,133          | 0.00        | 1,729,133          | 0.00        | 1,729,133          | 0.00        |
| TOTAL - PD            | 1,294,160          | 0.00        | 1,729,133          | 0.00        | 1,729,133          | 0.00        | 1,729,133          | 0.00        |
| <b>GRAND TOTAL</b>    | <b>\$1,294,160</b> | <b>0.00</b> | <b>\$1,729,133</b> | <b>0.00</b> | <b>\$1,729,133</b> | <b>0.00</b> | <b>\$1,729,133</b> | <b>0.00</b> |
| GENERAL REVENUE       | \$0                | 0.00        | \$0                | 0.00        | \$0                | 0.00        | \$0                | 0.00        |
| FEDERAL FUNDS         | \$0                | 0.00        | \$0                | 0.00        | \$0                | 0.00        | \$0                | 0.00        |
| OTHER FUNDS           | \$1,294,160        | 0.00        | \$1,729,133        | 0.00        | \$1,729,133        | 0.00        | \$1,729,133        | 0.00        |

## PROGRAM DESCRIPTION

**Department: Economic Development**

**Program Name: Missouri Downtown Economic Stimulus Act (MODESA)**

**Program is found in the following core budget(s): Missouri Downtown Economic Stimulus Act (MODESA)**

**1a. What strategic priority does this program address?**

Grow Missouri's Businesses

**1b. What does this program do?**

- The purpose of MODESA is to redevelop a designated blighted area, based upon a redevelopment plan. The program converts underutilized properties and places them back in active production by generating new sales and by providing additional wages through new jobs. The program limits these activities to downtown central business districts and is intended to offer financing to revitalize Missouri downtowns.
- MODESA involves the issuance of local bonds or other obligations which are secured by a pledge of a statutory portion of (1) economic activity taxes (sales tax), (2) payments in lieu of taxes (property tax), and (3) withholding and local employment taxes attributable to the increase in taxable activity inside the redevelopment area, resulting from redevelopment improvements.
- MODESA redirects 50% of the withholding taxes and 50% of the economic activity taxes generated as a result of planned redevelopment activities within a prescribed area for up to 25 years.
- The Program has an aggregate annual cap of \$108 million.
- The projects approved under the program are capped annually by the lesser of a contracted amount or the actual amount of increment earned for the year.
- The state taxes are paid in, and then diverted back to the applicant, as a function of the annual appropriation process.

**2. What is the authorization for this program, i.e., federal or state statute, etc.? (Include the federal program number, if applicable.)**

Section 99.915, RSMo

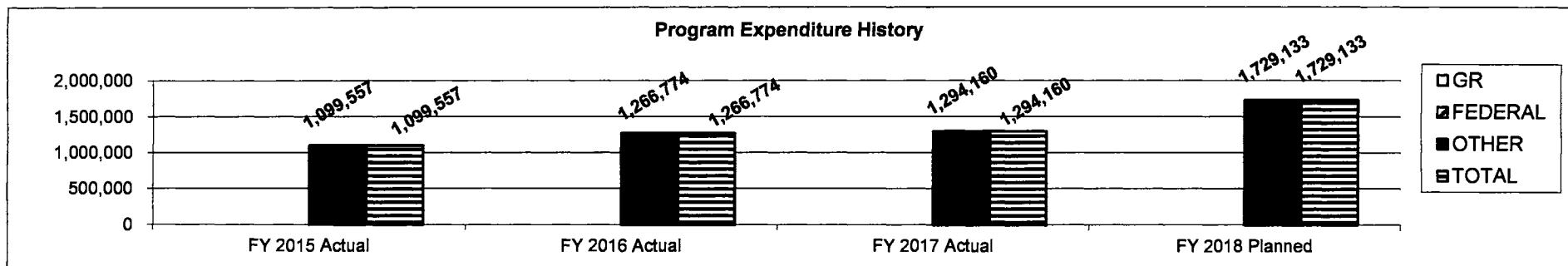
**3. Are there federal matching requirements? If yes, please explain.**

No

**4. Is this a federally mandated program? If yes, please explain.**

No

**5. Provide actual expenditures for the prior three fiscal years and planned expenditures for the current fiscal year.**



Note: Planned Expenditures reflect 3% Governor's Reserve on GR Transfer.

**6. What are the sources of the "Other" funds?**

Requires GR Transfer to the Missouri Downtown Economic Stimulus Act Fund (0766).

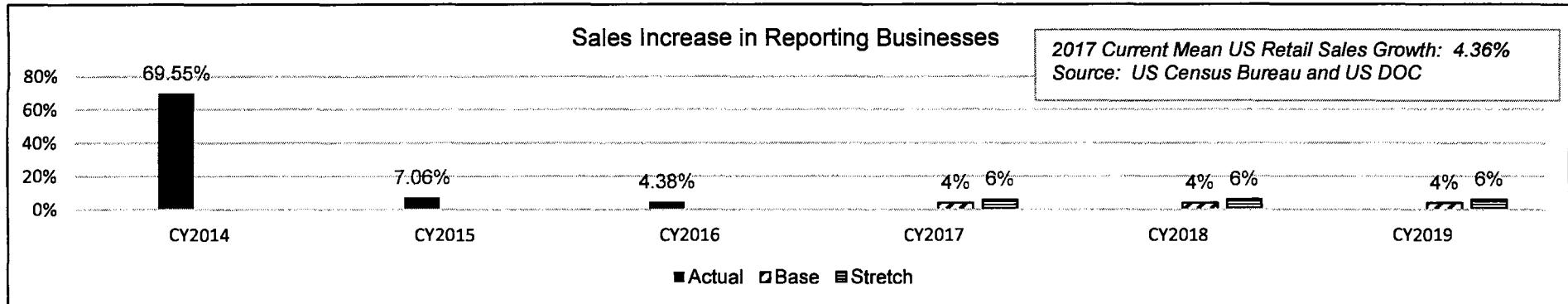
## PROGRAM DESCRIPTION

**Department: Economic Development**

**Program Name: Missouri Downtown Economic Stimulus Act (MODESA)**

**Program is found in the following core budget(s): Missouri Downtown Economic Stimulus Act (MODESA)**

**7a. Provide an effectiveness measure.**



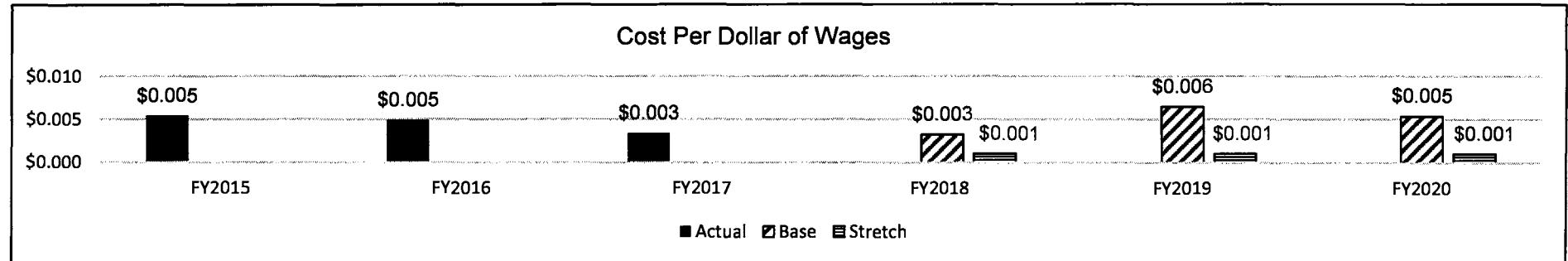
Note 1: Reflects yearly increase in net new sales for active projects divided by total sales.

Note 2: The 69.55% increase in CY2014 occurred when Ballpark Village project began reporting sales. Regardless of actual total sales, increment payments are only made on businesses that report their sales to the local TIF. Only reporting businesses are included in the metric, regardless of the sales and sales taxes non-reporting businesses may have produced and paid to the State.

Note 3: This is a new measure; therefore, Projected data for FY15, FY16 and FY17 is not available.

Note 4: The base target is set at moderate growth at 4% and the stretch target is an increase of 2% over the base.

**7b. Provide an efficiency measure.**



Note 1: Reflects the cost to the state divided by total wages for active projects.

Note 2: Only reporting businesses are included in the metric.

Note 3: This is a new measure; therefore "Projected" data for FY15, FY16 and FY17 is not available.

Note 4: The Base target is calculated by dividing the projected cost to the state associated with state withholdings tax by the projected amount of wages over the baseline amount prior to development and the Stretch is set at \$0.001.

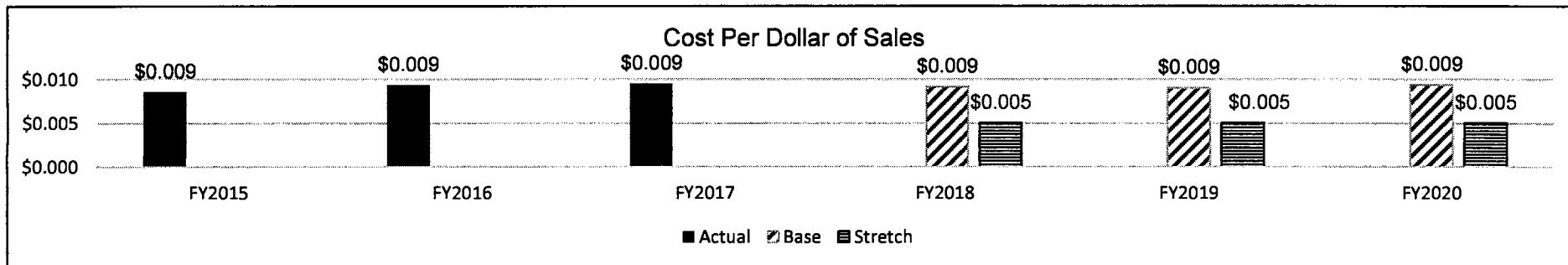
## PROGRAM DESCRIPTION

**Department: Economic Development**

**Program Name: Missouri Downtown Economic Stimulus Act (MODESA)**

**Program is found in the following core budget(s): Missouri Downtown Economic Stimulus Act (MODESA)**

**7b. Provide an efficiency measure (continued).**



Note 1: Reflects the cost to the state divided by total sales for active projects.

Note 2: Only reporting businesses are included in the metric.

Note 3: This is a new measure; therefore, Projected data for FY15, FY16 and FY17 is not available.

Note 4: The Base target an average of the prior 3 years and the Stretch is set at \$.005.

**7c. Provide the number of clients/individuals served, if applicable.**

|   | CY2015    |        | CY2016    |        | CY2017    |        | CY2018    | CY2019    | CY2020    |
|---|-----------|--------|-----------|--------|-----------|--------|-----------|-----------|-----------|
|   | Projected | Actual | Projected | Actual | Projected | Actual | Projected | Projected | Projected |
| Number of Active MODESA Projects                      | 3         | 2      | 2         | 2      | 2         | 2      | 2         | 2         | 2         |
| Average Total People Employed in MODESA Project Areas | N/A       | 1,178  | N/A       | 859    | N/A       | 1,075  | 1,200     | 1,320     | 1,452     |

Note 1: Program was sunset 1/01/2013; no additional projects can be approved.

Note 2: Average Total People Employed is a new measure; therefore, Projected data for FY15, FY16 and FY17 is not available.

Note 3: Only reporting businesses are included in the metric for Average Total People Employed.

**7d. Provide a customer satisfaction measure, if available.**

BCS will create a ten question survey for stakeholders related to the program. Five questions will be common across the Division. Five questions will be specific to the activities of this program. The five common questions will be aggregated annually and benchmarked against a baseline for division wide improvement. The five questions specific to the program will be aggregated annually and benchmarked against a baseline for improvements to this program.

## CORE DECISION ITEM

| <b>Department:</b>   | <b>Economic Development</b>                 |          |                  | <b>Budget Unit</b>  | <b>42296C</b> |      |      |                    |         |       |       |   |   |   |   |     |      |      |      |                    |   |   |   |     |           |   |           |              |                  |          |                  |   |  |  |  |                                   |  |  |  |    |     |       |       |    |   |   |   |    |   |   |   |     |   |   |   |     |           |   |           |              |                  |          |                  |
|--|---|----------|------------------|---|---------------|------|------|--------------------|---------|-------|-------|---|---|---|---|-----|------|------|------|--------------------|---|---|---|-----|-----------|---|-----------|--------------|------------------|----------|------------------|---|--|--|--|-----------------------------------|--|--|--|----|-----|-------|-------|----|---|---|---|----|---|---|---|-----|---|---|---|-----|-----------|---|-----------|--------------|------------------|----------|------------------|
| <b>Division:</b>   | <b>Business and Community Services</b>      |          |                  |   |               |      |      |                    |         |       |       |   |   |   |   |     |      |      |      |                    |   |   |   |     |           |   |           |              |                  |          |                  |   |  |  |  |                                   |  |  |  |    |     |       |       |    |   |   |   |    |   |   |   |     |   |   |   |     |           |   |           |              |                  |          |                  |
| <b>Core:</b>   | <b>State Supp Downtown Dev Trf (MODESA)</b> |          |                  |   |               |      |      |                    |         |       |       |   |   |   |   |     |      |      |      |                    |   |   |   |     |           |   |           |              |                  |          |                  |   |  |  |  |                                   |  |  |  |    |     |       |       |    |   |   |   |    |   |   |   |     |   |   |   |     |           |   |           |              |                  |          |                  |
| <b>1. CORE FINANCIAL SUMMARY</b>   |   |          |                  |   |               |      |      |                    |         |       |       |   |   |   |   |     |      |      |      |                    |   |   |   |     |           |   |           |              |                  |          |                  |   |  |  |  |                                   |  |  |  |    |     |       |       |    |   |   |   |    |   |   |   |     |   |   |   |     |           |   |           |              |                  |          |                  |
| <table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th colspan="4" style="text-align: left; padding-bottom: 5px;">FY 2019 Budget Request</th> </tr> <tr> <th style="text-align: center;">GR</th> <th style="text-align: center;">Federal</th> <th style="text-align: center;">Other</th> <th style="text-align: center;">Total</th> </tr> </thead> <tbody> <tr> <td style="text-align: center;">PS</td> <td style="text-align: center;">0</td> <td style="text-align: center;">0</td> <td style="text-align: center;">0</td> </tr> <tr> <td style="text-align: center;">EE</td> <td style="text-align: center;">0</td> <td style="text-align: center;">0</td> <td style="text-align: center;">0</td> </tr> <tr> <td style="text-align: center;">PSD</td> <td style="text-align: center;">0</td> <td style="text-align: center;">0</td> <td style="text-align: center;">0</td> </tr> <tr> <td style="text-align: center;">TRF</td> <td style="text-align: center;">1,775,575</td> <td style="text-align: center;">0</td> <td style="text-align: center;">1,775,575</td> </tr> <tr> <td style="text-align: center;"><b>Total</b></td> <td style="text-align: center;"><b>1,775,575</b></td> <td style="text-align: center;"><b>0</b></td> <td style="text-align: center;"><b>1,775,575</b></td> </tr> </tbody> </table> |   |          |                  | FY 2019 Budget Request  |               |      |      | GR                 | Federal | Other | Total | PS  | 0 | 0 | 0 | EE  | 0    | 0    | 0    | PSD                | 0 | 0 | 0 | TRF | 1,775,575 | 0 | 1,775,575 | <b>Total</b> | <b>1,775,575</b> | <b>0</b> | <b>1,775,575</b> | <table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th colspan="4" style="text-align: left; padding-bottom: 5px;">FY 2019 Governor's Recommendation</th> </tr> <tr> <th style="text-align: center;">GR</th> <th style="text-align: center;">Fed</th> <th style="text-align: center;">Other</th> <th style="text-align: center;">Total</th> </tr> </thead> <tbody> <tr> <td style="text-align: center;">PS</td> <td style="text-align: center;">0</td> <td style="text-align: center;">0</td> <td style="text-align: center;">0</td> </tr> <tr> <td style="text-align: center;">EE</td> <td style="text-align: center;">0</td> <td style="text-align: center;">0</td> <td style="text-align: center;">0</td> </tr> <tr> <td style="text-align: center;">PSD</td> <td style="text-align: center;">0</td> <td style="text-align: center;">0</td> <td style="text-align: center;">0</td> </tr> <tr> <td style="text-align: center;">TRF</td> <td style="text-align: center;">1,775,575</td> <td style="text-align: center;">0</td> <td style="text-align: center;">1,775,575</td> </tr> <tr> <td style="text-align: center;"><b>Total</b></td> <td style="text-align: center;"><b>1,775,575</b></td> <td style="text-align: center;"><b>0</b></td> <td style="text-align: center;"><b>1,775,575</b></td> </tr> </tbody> </table> |  |  |  | FY 2019 Governor's Recommendation |  |  |  | GR | Fed | Other | Total | PS | 0 | 0 | 0 | EE | 0 | 0 | 0 | PSD | 0 | 0 | 0 | TRF | 1,775,575 | 0 | 1,775,575 | <b>Total</b> | <b>1,775,575</b> | <b>0</b> | <b>1,775,575</b> |
| FY 2019 Budget Request   |   |          |                  |   |               |      |      |                    |         |       |       |   |   |   |   |     |      |      |      |                    |   |   |   |     |           |   |           |              |                  |          |                  |   |  |  |  |                                   |  |  |  |    |     |       |       |    |   |   |   |    |   |   |   |     |   |   |   |     |           |   |           |              |                  |          |                  |
| GR   | Federal                                     | Other    | Total            |   |               |      |      |                    |         |       |       |   |   |   |   |     |      |      |      |                    |   |   |   |     |           |   |           |              |                  |          |                  |   |  |  |  |                                   |  |  |  |    |     |       |       |    |   |   |   |    |   |   |   |     |   |   |   |     |           |   |           |              |                  |          |                  |
| PS   | 0   | 0        | 0                |   |               |      |      |                    |         |       |       |   |   |   |   |     |      |      |      |                    |   |   |   |     |           |   |           |              |                  |          |                  |   |  |  |  |                                   |  |  |  |    |     |       |       |    |   |   |   |    |   |   |   |     |   |   |   |     |           |   |           |              |                  |          |                  |
| EE   | 0   | 0        | 0                |   |               |      |      |                    |         |       |       |   |   |   |   |     |      |      |      |                    |   |   |   |     |           |   |           |              |                  |          |                  |   |  |  |  |                                   |  |  |  |    |     |       |       |    |   |   |   |    |   |   |   |     |   |   |   |     |           |   |           |              |                  |          |                  |
| PSD  | 0   | 0        | 0                |   |               |      |      |                    |         |       |       |   |   |   |   |     |      |      |      |                    |   |   |   |     |           |   |           |              |                  |          |                  |   |  |  |  |                                   |  |  |  |    |     |       |       |    |   |   |   |    |   |   |   |     |   |   |   |     |           |   |           |              |                  |          |                  |
| TRF  | 1,775,575                                   | 0        | 1,775,575        |   |               |      |      |                    |         |       |       |   |   |   |   |     |      |      |      |                    |   |   |   |     |           |   |           |              |                  |          |                  |   |  |  |  |                                   |  |  |  |    |     |       |       |    |   |   |   |    |   |   |   |     |   |   |   |     |           |   |           |              |                  |          |                  |
| <b>Total</b>   | <b>1,775,575</b>                            | <b>0</b> | <b>1,775,575</b> |   |               |      |      |                    |         |       |       |   |   |   |   |     |      |      |      |                    |   |   |   |     |           |   |           |              |                  |          |                  |   |  |  |  |                                   |  |  |  |    |     |       |       |    |   |   |   |    |   |   |   |     |   |   |   |     |           |   |           |              |                  |          |                  |
| FY 2019 Governor's Recommendation  |   |          |                  |   |               |      |      |                    |         |       |       |   |   |   |   |     |      |      |      |                    |   |   |   |     |           |   |           |              |                  |          |                  |   |  |  |  |                                   |  |  |  |    |     |       |       |    |   |   |   |    |   |   |   |     |   |   |   |     |           |   |           |              |                  |          |                  |
| GR   | Fed   | Other    | Total            |   |               |      |      |                    |         |       |       |   |   |   |   |     |      |      |      |                    |   |   |   |     |           |   |           |              |                  |          |                  |   |  |  |  |                                   |  |  |  |    |     |       |       |    |   |   |   |    |   |   |   |     |   |   |   |     |           |   |           |              |                  |          |                  |
| PS   | 0   | 0        | 0                |   |               |      |      |                    |         |       |       |   |   |   |   |     |      |      |      |                    |   |   |   |     |           |   |           |              |                  |          |                  |   |  |  |  |                                   |  |  |  |    |     |       |       |    |   |   |   |    |   |   |   |     |   |   |   |     |           |   |           |              |                  |          |                  |
| EE   | 0   | 0        | 0                |   |               |      |      |                    |         |       |       |   |   |   |   |     |      |      |      |                    |   |   |   |     |           |   |           |              |                  |          |                  |   |  |  |  |                                   |  |  |  |    |     |       |       |    |   |   |   |    |   |   |   |     |   |   |   |     |           |   |           |              |                  |          |                  |
| PSD  | 0   | 0        | 0                |   |               |      |      |                    |         |       |       |   |   |   |   |     |      |      |      |                    |   |   |   |     |           |   |           |              |                  |          |                  |   |  |  |  |                                   |  |  |  |    |     |       |       |    |   |   |   |    |   |   |   |     |   |   |   |     |           |   |           |              |                  |          |                  |
| TRF  | 1,775,575                                   | 0        | 1,775,575        |   |               |      |      |                    |         |       |       |   |   |   |   |     |      |      |      |                    |   |   |   |     |           |   |           |              |                  |          |                  |   |  |  |  |                                   |  |  |  |    |     |       |       |    |   |   |   |    |   |   |   |     |   |   |   |     |           |   |           |              |                  |          |                  |
| <b>Total</b>   | <b>1,775,575</b>                            | <b>0</b> | <b>1,775,575</b> |   |               |      |      |                    |         |       |       |   |   |   |   |     |      |      |      |                    |   |   |   |     |           |   |           |              |                  |          |                  |   |  |  |  |                                   |  |  |  |    |     |       |       |    |   |   |   |    |   |   |   |     |   |   |   |     |           |   |           |              |                  |          |                  |
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| FTE  | 0.00  | 0.00     | 0.00             |   |               |      |      |                    |         |       |       |   |   |   |   |     |      |      |      |                    |   |   |   |     |           |   |           |              |                  |          |                  |   |  |  |  |                                   |  |  |  |    |     |       |       |    |   |   |   |    |   |   |   |     |   |   |   |     |           |   |           |              |                  |          |                  |
| <i>Est. Fringe</i>   | 0   | 0        | 0                |   |               |      |      |                    |         |       |       |   |   |   |   |     |      |      |      |                    |   |   |   |     |           |   |           |              |                  |          |                  |   |  |  |  |                                   |  |  |  |    |     |       |       |    |   |   |   |    |   |   |   |     |   |   |   |     |           |   |           |              |                  |          |                  |
| FTE  | 0.00  | 0.00     | 0.00             |   |               |      |      |                    |         |       |       |   |   |   |   |     |      |      |      |                    |   |   |   |     |           |   |           |              |                  |          |                  |   |  |  |  |                                   |  |  |  |    |     |       |       |    |   |   |   |    |   |   |   |     |   |   |   |     |           |   |           |              |                  |          |                  |
| <i>Est. Fringe</i>   | 0   | 0        | 0                |   |               |      |      |                    |         |       |       |   |   |   |   |     |      |      |      |                    |   |   |   |     |           |   |           |              |                  |          |                  |   |  |  |  |                                   |  |  |  |    |     |       |       |    |   |   |   |    |   |   |   |     |   |   |   |     |           |   |           |              |                  |          |                  |
| <p><i>Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.</i></p>  |   |          |                  | <p><i>Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.</i></p> |               |      |      |                    |         |       |       |   |   |   |   |     |      |      |      |                    |   |   |   |     |           |   |           |              |                  |          |                  |   |  |  |  |                                   |  |  |  |    |     |       |       |    |   |   |   |    |   |   |   |     |   |   |   |     |           |   |           |              |                  |          |                  |
| Other Funds:   |   |          |                  | Other Funds:  |               |      |      |                    |         |       |       |   |   |   |   |     |      |      |      |                    |   |   |   |     |           |   |           |              |                  |          |                  |   |  |  |  |                                   |  |  |  |    |     |       |       |    |   |   |   |    |   |   |   |     |   |   |   |     |           |   |           |              |                  |          |                  |
| Notes:   |   |          |                  | Notes:  |               |      |      |                    |         |       |       |   |   |   |   |     |      |      |      |                    |   |   |   |     |           |   |           |              |                  |          |                  |   |  |  |  |                                   |  |  |  |    |     |       |       |    |   |   |   |    |   |   |   |     |   |   |   |     |           |   |           |              |                  |          |                  |
| <b>2. CORE DESCRIPTION</b>   |   |          |                  |   |               |      |      |                    |         |       |       |   |   |   |   |     |      |      |      |                    |   |   |   |     |           |   |           |              |                  |          |                  |   |  |  |  |                                   |  |  |  |    |     |       |       |    |   |   |   |    |   |   |   |     |   |   |   |     |           |   |           |              |                  |          |                  |
| <p>This transfer provides funding for the Missouri Downtown Economic Stimulus (MODESA) program. MODESA uses increment financing to support redevelopment in Missouri's downtowns. Tax increment financing captures state economic activity taxes generated as a result of planned redevelopment activities within a prescribed area. In this case, it must be within the recognized Central Business District. The net new taxes generated are captured in accordance with the law for approved projects and used to pay eligible redevelopment costs. Those costs include public infrastructure necessary to generate reuse of the properties.</p>  |   |          |                  |   |               |      |      |                    |         |       |       |   |   |   |   |     |      |      |      |                    |   |   |   |     |           |   |           |              |                  |          |                  |   |  |  |  |                                   |  |  |  |    |     |       |       |    |   |   |   |    |   |   |   |     |   |   |   |     |           |   |           |              |                  |          |                  |
| <b>3. PROGRAM LISTING (list programs included in this core funding)</b>  |   |          |                  |   |               |      |      |                    |         |       |       |   |   |   |   |     |      |      |      |                    |   |   |   |     |           |   |           |              |                  |          |                  |   |  |  |  |                                   |  |  |  |    |     |       |       |    |   |   |   |    |   |   |   |     |   |   |   |     |           |   |           |              |                  |          |                  |
| Missouri Downtown Economic Stimulus (MODESA)   |   |          |                  |   |               |      |      |                    |         |       |       |   |   |   |   |     |      |      |      |                    |   |   |   |     |           |   |           |              |                  |          |                  |   |  |  |  |                                   |  |  |  |    |     |       |       |    |   |   |   |    |   |   |   |     |   |   |   |     |           |   |           |              |                  |          |                  |

## CORE DECISION ITEM

**Department:** Economic Development  
**Division:** Business and Community Services  
**Core:** State Supp Downtown Dev Trf (MODESA)

Budget Unit 42296C

### 4. FINANCIAL HISTORY

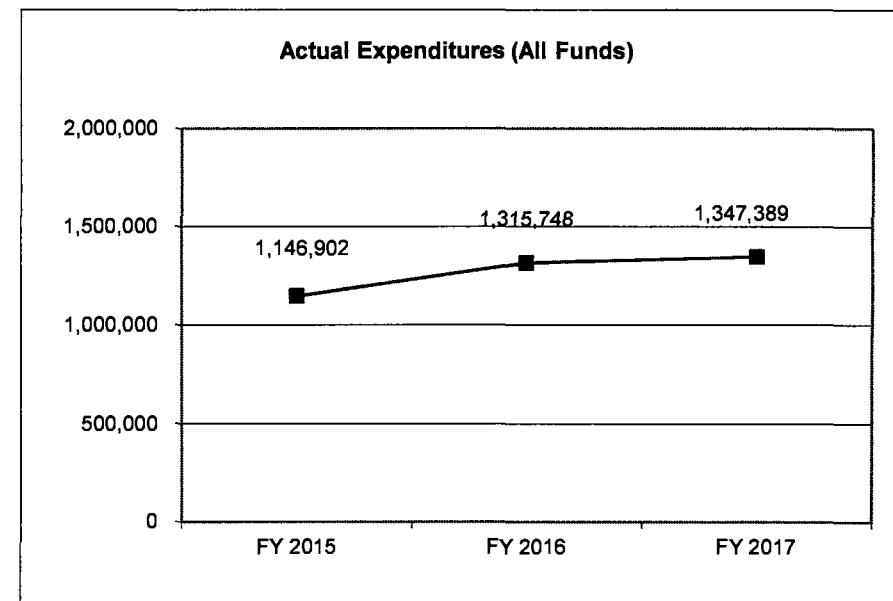
|                                 | FY 2015<br>Actual | FY 2016<br>Actual | FY 2017<br>Actual | FY 2018<br>Current Yr. |
|---------------------------------|-------------------|-------------------|-------------------|------------------------|
| Appropriation (All Funds)       | 1,246,442         | 1,443,089         | 1,553,651         | 1,775,575              |
| Less Reverted (All Funds)       | (37,393)          | (43,293)          | (46,610)          | (53,267)               |
| Less Restricted (All Funds)*    | 0                 | 0                 | 0                 | 0                      |
| Budget Authority (All Funds)    | 1,209,049         | 1,399,796         | 1,507,041         | 1,722,308              |
| Actual Expenditures (All Funds) | 1,146,902         | 1,315,748         | 1,347,389         | N/A                    |
| Unexpended (All Funds)          | 62,147            | 84,048            | 159,652           | N/A                    |
| Unexpended, by Fund:            |                   |                   |                   |                        |
| General Revenue                 | 62,147            | 84,048            | 159,652           | N/A                    |
| Federal                         | 0                 | 0                 | 0                 | N/A                    |
| Other                           | 0                 | 0                 | 0                 | N/A                    |

\*Restricted amount is as of: \_\_\_\_\_

Reverted includes Governor's standard 3 percent reserve (when applicable)

Restricted includes any extraordinary expenditure restrictions (when applicable)

### NOTES:



## CORE RECONCILIATION DETAIL

**DEPARTMENT OF ECONOMIC DEVELOPMENT  
STATE SUPP DOWNTOWN DEV TRNSFR**

### 5. CORE RECONCILIATION DETAIL

|                                    | Budget Class | FTE         | GR               | Federal  | Other    | Total            | Explanation |
|------------------------------------|--------------|-------------|------------------|----------|----------|------------------|-------------|
| <b>TAFF AFTER VETOES</b>           | TRF          | 0.00        | 1,775,575        | 0        | 0        | 1,775,575        |             |
|                                    | <b>Total</b> | <b>0.00</b> | <b>1,775,575</b> | <b>0</b> | <b>0</b> | <b>1,775,575</b> |             |
| <b>DEPARTMENT CORE REQUEST</b>     | TRF          | 0.00        | 1,775,575        | 0        | 0        | 1,775,575        |             |
|                                    | <b>Total</b> | <b>0.00</b> | <b>1,775,575</b> | <b>0</b> | <b>0</b> | <b>1,775,575</b> |             |
| <b>GOVERNOR'S RECOMMENDED CORE</b> | TRF          | 0.00        | 1,775,575        | 0        | 0        | 1,775,575        |             |
|                                    | <b>Total</b> | <b>0.00</b> | <b>1,775,575</b> | <b>0</b> | <b>0</b> | <b>1,775,575</b> |             |

**DEPARTMENT OF ECONOMIC DEVELOPMENT**
**DECISION ITEM SUMMARY**

| Budget Unit<br>Decision Item<br>Budget Object Summary<br>Fund | FY 2017<br>ACTUAL<br>DOLLAR | FY 2017<br>ACTUAL<br>FTE | FY 2018<br>BUDGET<br>DOLLAR | FY 2018<br>BUDGET<br>FTE | FY 2019<br>DEPT REQ<br>DOLLAR | FY 2019<br>DEPT REQ<br>FTE | FY 2019<br>GOV REC<br>DOLLAR | FY 2019<br>GOV REC<br>FTE |
|---|-----------------------------|--------------------------|-----------------------------|--------------------------|-------------------------------|----------------------------|------------------------------|---------------------------|
| <b>STATE SUPP DOWNTOWN DEV TRNSFR</b>                         |                             |                          |                             |                          |                               |                            |                              |                           |
| <b>CORE</b>   |                             |                          |                             |                          |                               |                            |                              |                           |
| <b>FUND TRANSFERS</b>   |                             |                          |                             |                          |                               |                            |                              |                           |
| GENERAL REVENUE   | 1,347,389                   | 0.00                     | 1,775,575                   | 0.00                     | 1,775,575                     | 0.00                       | 1,775,575                    | 0.00                      |
| TOTAL - TRF   | 1,347,389                   | 0.00                     | 1,775,575                   | 0.00                     | 1,775,575                     | 0.00                       | 1,775,575                    | 0.00                      |
| <b>TOTAL</b>  | <b>1,347,389</b>            | <b>0.00</b>              | <b>1,775,575</b>            | <b>0.00</b>              | <b>1,775,575</b>              | <b>0.00</b>                | <b>1,775,575</b>             | <b>0.00</b>               |
| <b>GRAND TOTAL</b>  | <b>\$1,347,389</b>          | <b>0.00</b>              | <b>\$1,775,575</b>          | <b>0.00</b>              | <b>\$1,775,575</b>            | <b>0.00</b>                | <b>\$1,775,575</b>           | <b>0.00</b>               |

**DEPARTMENT OF ECONOMIC DEVELOPMENT**
**DECISION ITEM DETAIL**

| Budget Unit                           | FY 2017            | FY 2017     | FY 2018            | FY 2018     | FY 2019            | FY 2019     | FY 2019            | FY 2019     |
|---------------------------------------|--------------------|-------------|--------------------|-------------|--------------------|-------------|--------------------|-------------|
| Decision Item                         | ACTUAL             | ACTUAL      | BUDGET             | BUDGET      | DEPT REQ           | DEPT REQ    | GOV REC            | GOV REC     |
| Budget Object Class                   | DOLLAR             | FTE         | DOLLAR             | FTE         | DOLLAR             | FTE         | DOLLAR             | FTE         |
| <b>STATE SUPP DOWNTOWN DEV TRNSFR</b> |                    |             |                    |             |                    |             |                    |             |
| <b>CORE</b>                           |                    |             |                    |             |                    |             |                    |             |
| TRANSFERS OUT                         | 1,347,389          | 0.00        | 1,775,575          | 0.00        | 1,775,575          | 0.00        | 1,775,575          | 0.00        |
| <b>TOTAL - TRF</b>                    | <b>1,347,389</b>   | <b>0.00</b> | <b>1,775,575</b>   | <b>0.00</b> | <b>1,775,575</b>   | <b>0.00</b> | <b>1,775,575</b>   | <b>0.00</b> |
| <b>GRAND TOTAL</b>                    | <b>\$1,347,389</b> | <b>0.00</b> | <b>\$1,775,575</b> | <b>0.00</b> | <b>\$1,775,575</b> | <b>0.00</b> | <b>\$1,775,575</b> | <b>0.00</b> |
| GENERAL REVENUE                       | \$1,347,389        | 0.00        | \$1,775,575        | 0.00        | \$1,775,575        | 0.00        | \$1,775,575        | 0.00        |
| FEDERAL FUNDS                         | \$0                | 0.00        | \$0                | 0.00        | \$0                | 0.00        | \$0                | 0.00        |
| OTHER FUNDS                           | \$0                | 0.00        | \$0                | 0.00        | \$0                | 0.00        | \$0                | 0.00        |

## PROGRAM DESCRIPTION

**Department: Economic Development**

**Program Name: State Supp Downtown Development Trf (MODESA)**

**Program is found in the following core budget(s): Business and Community Services**

**1a. What strategic priority does this program address?**

Grow Missouri's Businesses

**1b. What does this program do?**

This transfer provides funding for the Missouri Downtown Economic Stimulus (MODESA) program. MODESA uses increment financing to support redevelopment in Missouri's downtowns. Tax increment financing captures state economic activity taxes generated as a result of planned redevelopment activities within a prescribed area. In this case, it must be within the recognized Central Business District. The net new taxes generated are captured in accordance with the law for approved projects and used to pay eligible redevelopment costs. Those costs include public infrastructure necessary to generate reuse of the properties.

**2. What is the authorization for this program, i.e., federal or state statute, etc.? (Include the federal program number, if applicable.)**

Section 99.915, RSMo

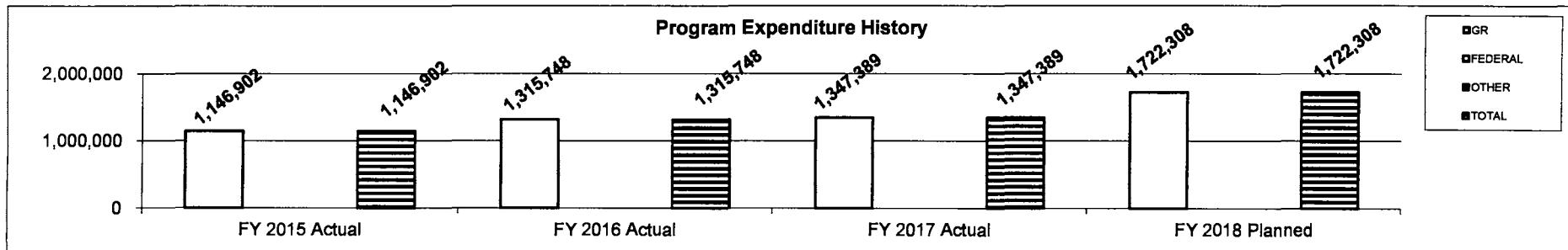
**3. Are there federal matching requirements? If yes, please explain.**

No

**4. Is this a federally mandated program? If yes, please explain.**

No

**5. Provide actual expenditures for the prior three fiscal years and planned expenditures for the current fiscal year.**



Note: Planned expenditures for GR reflect 3% Governor's Reserve.

**6. What are the sources of the "Other" funds?**

GR Transfer to the Missouri Downtown Economic Stimulus Act Fund (0766).

## PROGRAM DESCRIPTION

**Department: Economic Development**

**Program Name: State Supp Downtown Development Trf (MODESA)**

**Program is found in the following core budget(s): Business and Community Services**

**7a. Provide an effectiveness measure.**

This is a GR transfer. Please refer to the program description for the Missouri Downtown Economic Stimulus (MODESA) program Core.

**7b. Provide an efficiency measure.**

This is a GR transfer. Please refer to the program description for the Missouri Downtown Economic Stimulus (MODESA) program Core.

**7c. Provide the number of clients/individuals served, if applicable.**

This is a GR transfer. Please refer to the program description for the Missouri Downtown Economic Stimulus (MODESA) program Core.

**7d. Provide a customer satisfaction measure, if available.**

This is a GR transfer. Please refer to the program description for the Missouri Downtown Economic Stimulus (MODESA) program Core.

**CORE DECISION ITEM**

| <b>Department:</b> Economic Development  | <b>Budget Unit</b> <u>42297C</u> |             |                |  |   |             |             |                |                |
|--|----------------------------------|-------------|----------------|--|---|-------------|-------------|----------------|----------------|
| <b>Division:</b> Business and Community Services   |                                  |             |                |  |   |             |             |                |                |
| <b>Core:</b> Downtown Revitalization Preservation Program  |                                  |             |                |  |   |             |             |                |                |
| <b>1. CORE FINANCIAL SUMMARY</b>   |                                  |             |                |  |   |             |             |                |                |
| <b>FY 2019 Budget Request</b>  |                                  |             |                | <b>FY 2019 Governor's Recommendation</b> |   |             |             |                |                |
|  | GR                               | Federal     | Other          | Total                                    |   | GR          | Fed         | Other          | Total          |
| PS   | 0                                | 0           | 0              | 0  | PS  | 0           | 0           | 0              | 0              |
| EE   | 0                                | 0           | 0              | 0  | EE  | 0           | 0           | 0              | 0              |
| PSD  | 0                                | 0           | 200,000        | 200,000                                  | PSD   | 0           | 0           | 200,000        | 200,000        |
| TRF  | 0                                | 0           | 0              | 0  | TRF   | 0           | 0           | 0              | 0              |
| <b>Total</b>   | <b>0</b>                         | <b>0</b>    | <b>200,000</b> | <b>200,000</b>                           | <b>Total</b>  | <b>0</b>    | <b>0</b>    | <b>200,000</b> | <b>200,000</b> |
| <b>FTE</b>   | <b>0.00</b>                      | <b>0.00</b> | <b>0.00</b>    | <b>0.00</b>                              | <b>FTE</b>  | <b>0.00</b> | <b>0.00</b> | <b>0.00</b>    | <b>0.00</b>    |
| <b>Est. Fringe</b>   | <b>0</b>                         | <b>0</b>    | <b>0</b>       | <b>0</b>                                 | <b>Est. Fringe</b>  | <b>0</b>    | <b>0</b>    | <b>0</b>       | <b>0</b>       |
| Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.  |                                  |             |                |  | Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation. |             |             |                |                |
| Other Funds: Downtown Revitalization Preservation Fund (0907)  |                                  |             |                |  | Other Funds: Downtown Revitalization Preservation Fund (0907)   |             |             |                |                |
| Notes:   |                                  |             |                |  | Notes:  |             |             |                |                |
| <b>2. CORE DESCRIPTION</b>   |                                  |             |                |  |   |             |             |                |                |
| <p>The Downtown Revitalization Preservation Program (better known as MODESA Lite) is authorized in 99.1080 to 99.1092, RSMo. It allows a portion of the new state and local taxes created by a redevelopment project to be diverted to fund eligible public infrastructure projects, along with related costs for a period of 25 years. Net new taxes generated because of the redevelopment project are captured and diverted to pay the debt service on bonds issued to fund the project. The purpose of the program is to facilitate the redevelopment of downtown areas and the creation of jobs by providing essential public infrastructure.</p> |                                  |             |                |  |   |             |             |                |                |
| <p><b>Current Obligations:</b></p> <p>(1) College Station/Heer's Tower-located in the downtown core of Springfield; consists of mixed use of entertainment, dining, residential, retail, office space and parking needs; and</p> <p>(2) Hannibal Clemens Redevelopment-located in the downtown core of Hannibal; consists of a complete renovation of the existing stadium, playing field, boundary wall and certain smaller buildings on the site for the location of a summer college baseball league.</p>   |                                  |             |                |  |   |             |             |                |                |
| <b>3. PROGRAM LISTING (list programs included in this core funding)</b>  |                                  |             |                |  |   |             |             |                |                |
| Downtown Revitalization Preservation Program (DRPP)  |                                  |             |                |  |   |             |             |                |                |

## CORE DECISION ITEM

**Department: Economic Development**  
**Division: Business and Community Services**  
**Core: Downtown Revitalization Preservation Program**

Budget Unit 42297C

### 4. FINANCIAL HISTORY

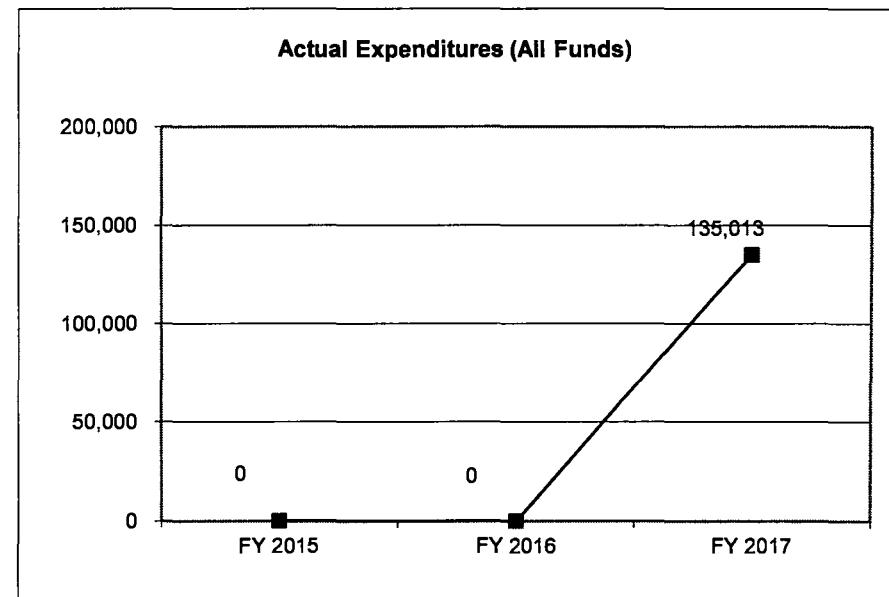
|                                 | FY 2015<br>Actual | FY 2016<br>Actual | FY 2017<br>Actual | FY 2018<br>Current Yr. |
|---------------------------------|-------------------|-------------------|-------------------|------------------------|
| Appropriation (All Funds)       | 200,000           | 200,000           | 200,000           | 200,000                |
| Less Reverted (All Funds)       | 0                 | 0                 | 0                 | 0                      |
| Less Restricted (All Funds)*    | 0                 | 0                 | 0                 | 0                      |
| Budget Authority (All Funds)    | 200,000           | 200,000           | 200,000           | 200,000                |
| Actual Expenditures (All Funds) | 0                 | 0                 | 135,013           | N/A                    |
| Unexpended (All Funds)          | <u>200,000</u>    | <u>200,000</u>    | <u>64,987</u>     | N/A                    |
| Unexpended, by Fund:            |                   |                   |                   |                        |
| General Revenue                 | 0                 | 0                 | 0                 | N/A                    |
| Federal                         | 0                 | 0                 | 0                 | N/A                    |
| Other                           | 200,000           | 200,000           | 64,987            | N/A                    |
|                                 | (1)               | (1)               | (1)               |                        |

\*Restricted amount is as of: \_\_\_\_\_

Reverted includes Governor's standard 3 percent reserve (when applicable).

Restricted includes any extraordinary expenditure restriction (when applicable).

**NOTES:** (1) Funds are only expended as projects generate increment. It is estimated that approved projects will begin generating increment within the next two years.



## CORE RECONCILIATION DETAIL

**DEPARTMENT OF ECONOMIC DEVELOPMENT**  
**DWTN REVITAL PRSRVTN PRG**

### 5. CORE RECONCILIATION DETAIL

|                                    | Budget Class | FTE         | GR       | Federal  | Other          | Total          | Explanation |
|------------------------------------|--------------|-------------|----------|----------|----------------|----------------|-------------|
| <b>TAFF AFTER VETOES</b>           | PD           | 0.00        | 0        | 0        | 200,000        | 200,000        |             |
|                                    | <b>Total</b> | <b>0.00</b> | <b>0</b> | <b>0</b> | <b>200,000</b> | <b>200,000</b> |             |
| <b>DEPARTMENT CORE REQUEST</b>     | PD           | 0.00        | 0        | 0        | 200,000        | 200,000        |             |
|                                    | <b>Total</b> | <b>0.00</b> | <b>0</b> | <b>0</b> | <b>200,000</b> | <b>200,000</b> |             |
| <b>GOVERNOR'S RECOMMENDED CORE</b> | PD           | 0.00        | 0        | 0        | 200,000        | 200,000        |             |
|                                    | <b>Total</b> | <b>0.00</b> | <b>0</b> | <b>0</b> | <b>200,000</b> | <b>200,000</b> |             |

**DEPARTMENT OF ECONOMIC DEVELOPMENT**
**DECISION ITEM SUMMARY**
**Budget Unit**

| Decision Item                                  | FY 2017<br>ACTUAL<br>DOLLAR | FY 2017<br>ACTUAL<br>FTE | FY 2018<br>BUDGET<br>DOLLAR | FY 2018<br>BUDGET<br>FTE | FY 2019<br>DEPT REQ<br>DOLLAR | FY 2019<br>DEPT REQ<br>FTE | FY 2019<br>GOV REC<br>DOLLAR | FY 2019<br>GOV REC<br>FTE |
|--|-----------------------------|--------------------------|-----------------------------|--------------------------|-------------------------------|----------------------------|------------------------------|---------------------------|
| <b>Budget Object Summary</b>                   |                             |                          |                             |                          |                               |                            |                              |                           |
| <b>Fund</b>                                    |                             |                          |                             |                          |                               |                            |                              |                           |
| <b>DWTN REVITAL PRSRVTN PRG</b>                |                             |                          |                             |                          |                               |                            |                              |                           |
| <b>CORE</b>                                    |                             |                          |                             |                          |                               |                            |                              |                           |
| PROGRAM-SPECIFIC                               |                             |                          |                             |                          |                               |                            |                              |                           |
| DOWNTOWN REVITALIZ PRESERVATN                  | 135,013                     | 0.00                     | 200,000                     | 0.00                     | 200,000                       | 0.00                       | 200,000                      | 0.00                      |
| TOTAL - PD                                     | 135,013                     | 0.00                     | 200,000                     | 0.00                     | 200,000                       | 0.00                       | 200,000                      | 0.00                      |
| <b>TOTAL</b>                                   | <b>135,013</b>              | <b>0.00</b>              | <b>200,000</b>              | <b>0.00</b>              | <b>200,000</b>                | <b>0.00</b>                | <b>200,000</b>               | <b>0.00</b>               |
| <b>DWTN REVITAL GR Trf-Spnd Auth - 1419006</b> |                             |                          |                             |                          |                               |                            |                              |                           |
| PROGRAM-SPECIFIC                               |                             |                          |                             |                          |                               |                            |                              |                           |
| DOWNTOWN REVITALIZ PRESERVATN                  | 0                           | 0.00                     | 0                           | 0.00                     | 0                             | 0.00                       | 55,000                       | 0.00                      |
| TOTAL - PD                                     | 0                           | 0.00                     | 0                           | 0.00                     | 0                             | 0.00                       | 55,000                       | 0.00                      |
| <b>TOTAL</b>                                   | <b>0</b>                    | <b>0.00</b>              | <b>0</b>                    | <b>0.00</b>              | <b>0</b>                      | <b>0.00</b>                | <b>55,000</b>                | <b>0.00</b>               |
| <b>GRAND TOTAL</b>                             | <b>\$135,013</b>            | <b>0.00</b>              | <b>\$200,000</b>            | <b>0.00</b>              | <b>\$200,000</b>              | <b>0.00</b>                | <b>\$255,000</b>             | <b>0.00</b>               |

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**DEPARTMENT OF ECONOMIC DEVELOPMENT**
**DECISION ITEM DETAIL**

| Budget Unit                     | FY 2017          | FY 2017     | FY 2018          | FY 2018     | FY 2019          | FY 2019     | FY 2019          | FY 2019     |
|---------------------------------|------------------|-------------|------------------|-------------|------------------|-------------|------------------|-------------|
| Decision Item                   | ACTUAL           | ACTUAL      | BUDGET           | BUDGET      | DEPT REQ         | DEPT REQ    | GOV REC          | GOV REC     |
| Budget Object Class             | DOLLAR           | FTE         | DOLLAR           | FTE         | DOLLAR           | FTE         | DOLLAR           | FTE         |
| <b>DWTN REVITAL PRSRVTN PRG</b> |                  |             |                  |             |                  |             |                  |             |
| <b>CORE</b>                     |                  |             |                  |             |                  |             |                  |             |
| PROGRAM DISTRIBUTIONS           | 135,013          | 0.00        | 200,000          | 0.00        | 200,000          | 0.00        | 200,000          | 0.00        |
| TOTAL - PD                      | 135,013          | 0.00        | 200,000          | 0.00        | 200,000          | 0.00        | 200,000          | 0.00        |
| <b>GRAND TOTAL</b>              | <b>\$135,013</b> | <b>0.00</b> | <b>\$200,000</b> | <b>0.00</b> | <b>\$200,000</b> | <b>0.00</b> | <b>\$200,000</b> | <b>0.00</b> |
| GENERAL REVENUE                 | \$0              | 0.00        | \$0              | 0.00        | \$0              | 0.00        | \$0              | 0.00        |
| FEDERAL FUNDS                   | \$0              | 0.00        | \$0              | 0.00        | \$0              | 0.00        | \$0              | 0.00        |
| OTHER FUNDS                     | \$135,013        | 0.00        | \$200,000        | 0.00        | \$200,000        | 0.00        | \$200,000        | 0.00        |

## PROGRAM DESCRIPTION

**Department:** Economic Development

**Program Name:** Downtown Revitalization Preservation Program

**Program is found in the following core budget(s):** Downtown Revitalization Preservation Program (DRPP)

**1a. What strategic priority does this program address?**

Grow Missouri's Businesses

**1b. What does this program do?**

- The purpose of DRPP is to redevelop a designated blighted area, based upon a redevelopment plan. The program converts underutilized properties and places them back in active production by generating new sales and by creating new jobs. The program limits these activities to municipalities with a population of 200,000 inhabitants or less, and median household income of \$62,000 or less.
- DRPP involves the issuance of local bonds or other obligations which are secured by a pledge of a statutory portion of (1) economic activity taxes (sales tax) and (2) payments in lieu of taxes (property tax) attributable to the increase in taxable activity inside the redevelopment area, resulting from redevelopment improvements.
- DRPP redirects up to 50% of the economic activity taxes generated as a result of planned redevelopment activities within a prescribed area for up to 25 years.
- The Program has an aggregate annual cap of \$15 million.
- The projects approved under the program are capped annually by the lesser of a contracted amount or the actual amount of increment earned for the year.
- The state taxes are paid in, and then diverted back to the applicant, as a function of the annual appropriation process.

**2. What is the authorization for this program, i.e., federal or state statute, etc.? (Include the federal program number, if applicable.)**

Section 99.1080 to 99.1092, RSMo

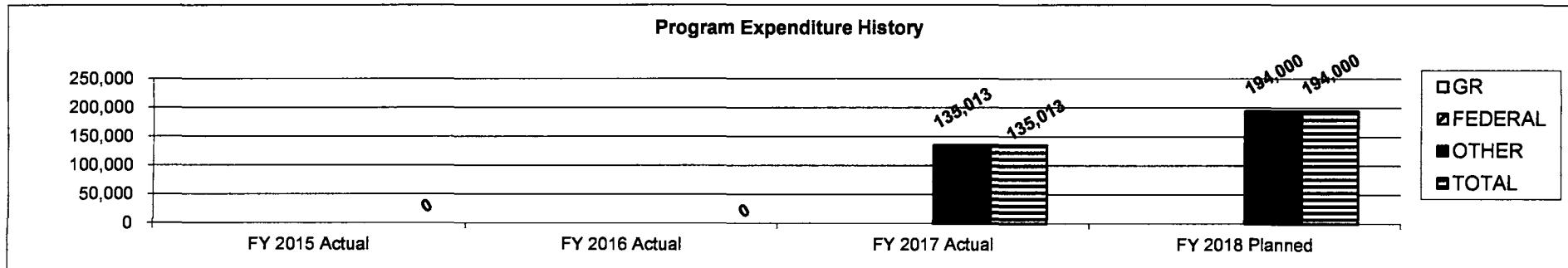
**3. Are there federal matching requirements? If yes, please explain.**

No

**4. Is this a federally mandated program? If yes, please explain.**

No

**5. Provide actual expenditures for the prior three fiscal years and planned expenditures for the current fiscal year.**



**6. What are the sources of the "Other" funds?**

Requires GR Transfer to the Downtown Revitalization Preservation Fund (0907).

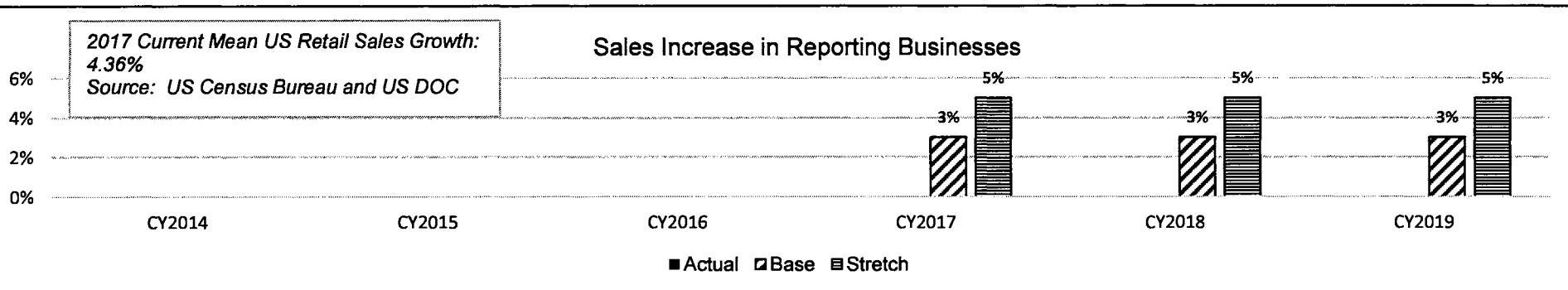
## PROGRAM DESCRIPTION

**Department: Economic Development**

**Program Name: Downtown Revitalization Preservation Program**

**Program is found in the following core budget(s): Downtown Revitalization Preservation Program (DRPP)**

**7a. Provide an effectiveness measure.**



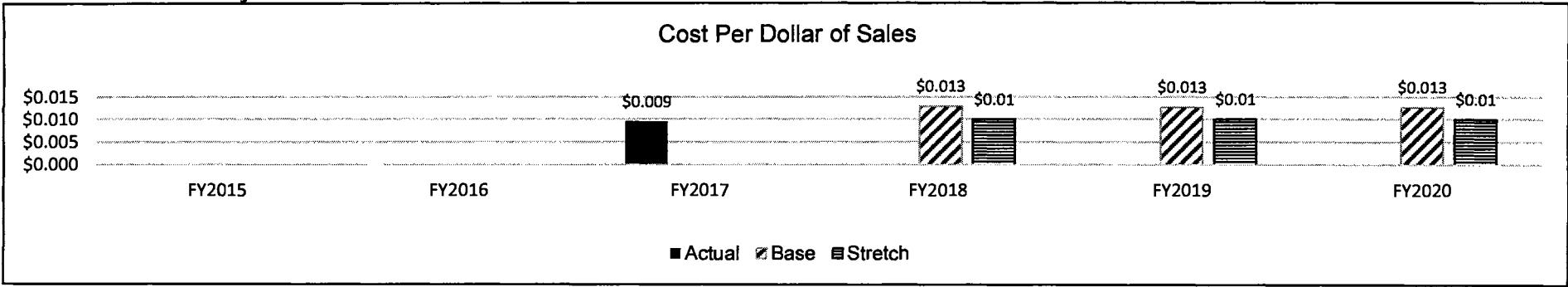
Note 1: Reflects yearly increase in net new sales for active projects divided by total sales.

Note 2: Only two projects approved and, from 2015 - 2017, did not report sales revenues until 2017; therefore, no data to report in prior years.

Note 3: Regardless of actual total sales, increment payments are only made on businesses that report their sales for the local match. Only reporting businesses are included in the metric, regardless of the sales and sales taxes non-reporting businesses may have produced and paid to the State.

Note 4: Base target is projected to be 3% and Stretch target is set at 2% above the Base.

**7b. Provide an efficiency measure.**



Note 1: Reflects the cost to the state divided by total sales for active projects.

Note 2: Only reporting businesses are included in the metric.

Note 3: Only two projects approved and, from 2015 - 2017, did not report sales revenues until 2017; therefore, no data to report in prior years.

Note 4: The Base target is calculated by dividing the projected cost to the state associated with state sales tax by the projected amount of sales over the baseline amount prior to development and the Stretch is set at \$.01

## PROGRAM DESCRIPTION

| <b>Department:</b> Economic Development  |           |        |           |        |           |        |           |           |           |
|--|-----------|--------|-----------|--------|-----------|--------|-----------|-----------|-----------|
| <b>Program Name:</b> Downtown Revitalization Preservation Program  |           |        |           |        |           |        |           |           |           |
| <b>Program is found in the following core budget(s):</b> Downtown Revitalization Preservation Program (DRPP) |           |        |           |        |           |        |           |           |           |
| <b>7c. Provide the number of clients/individuals served, if applicable.</b>                                  |           |        |           |        |           |        |           |           |           |
| Number of Active DRPP Projects   | FY2015    |        | FY2016    |        | FY2017    |        | FY2018    | FY2019    | FY2020    |
|  | Projected | Actual | Projected | Actual | Projected | Actual | Projected | Projected | Projected |
| Number of Active DRPP Projects   | 4         | 2      | 4         | 2      | 4         | 2      | 4         | 4         | 4         |

**7d. Provide a customer satisfaction measure, if available.**

BCS will create a ten question survey for stakeholders related to the program. Five questions will be common across the Division. Five questions will be specific to the activities of this program. The five common questions will be aggregated annually and benchmarked against a baseline for division wide improvement. The five questions specific to the program will be aggregated annually and benchmarked against a baseline for improvements to this program.

## NEW DECISION ITEM

RANK: \_\_\_\_\_ OF \_\_\_\_\_

| <b>Department:</b> Economic Development  |             | Budget Unit              | 42297C and 42310C |                       |   |
|--|-------------|--------------------------|-------------------|-----------------------|---|
| <b>Division:</b> Business and Community Services   |             |                          |                   |                       |   |
| <b>DI Name:</b> DRPP Spending Authority and GR Transfer Increase   |             | <b>DI#</b> 1419006       | <b>HB Section</b> | 7.070 and 7.075       |   |
| <b>1. AMOUNT OF REQUEST</b>  |             |                          |                   |                       |   |
| <b>FY 2019 Budget Request</b>  |             |                          |                   |                       |   |
|  | GR          | Federal                  | Other             | Total                 | E |
| PS   | 0           | 0                        | 0                 | 0                     |   |
| EE   | 0           | 0                        | 0                 | 0                     |   |
| PSD  | 0           | 0                        | 0                 | 0                     |   |
| TRF  | 0           | 0                        | 0                 | 0                     |   |
| <b>Total</b>   | <b>0</b>    | <b>0</b>                 | <b>0</b>          | <b>0</b>              |   |
| <b>FTE</b>   | <b>0.00</b> | <b>0.00</b>              | <b>0.00</b>       | <b>0.00</b>           |   |
| <b>Est. Fringe</b>   | <b>0</b>    | <b>0</b>                 | <b>0</b>          | <b>0</b>              |   |
| <i>Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.</i>   |             |                          |                   |                       |   |
| Other Funds:   |             |                          |                   |                       |   |
| <b>2. THIS REQUEST CAN BE CATEGORIZED AS:</b>  |             |                          |                   |                       |   |
| New Legislation  |             | New Program              |                   | Fund Switch           |   |
| Federal Mandate  | X           | Program Expansion        |                   | Cost to Continue      |   |
| GR Pick-Up   |             | Space Request            |                   | Equipment Replacement |   |
| Pay Plan   | X           | Other: Transfer Increase |                   |                       |   |
| <b>3. WHY IS THIS FUNDING NEEDED? PROVIDE AN EXPLANATION FOR ITEMS CHECKED IN #2. INCLUDE THE FEDERAL OR STATE STATUTORY OR CONSTITUTIONAL AUTHORIZATION FOR THIS PROGRAM.</b>   |             |                          |                   |                       |   |
| <p>This new decision item is being requested in order to increase the appropriation authority and corresponding GR Transfer for the Downtown Revitalization Preservation Program (DRPP). DRPP allows a portion of the new state and local taxes created by a redevelopment project to be diverted to fund eligible public infrastructure projects, along with related costs for a period of 25 years. Net new taxes generated because of the redevelopment project are captured and diverted to pay the debt service on bonds issued to fund the project. The purpose of the program is to facilitate the redevelopment of downtown areas and the creation of jobs by providing essential public infrastructure.</p> <p>The project requiring an increase is the Springfield/Heer's Tower totaling \$55,000.</p> |             |                          |                   |                       |   |

## NEW DECISION ITEM

RANK: \_\_\_\_\_ OF \_\_\_\_\_

|   |             |                            |
|---|-------------|----------------------------|
| Department: Economic Development                          | Budget Unit | 42297C and 42310C          |
| Division: Business and Community Services                 |             |                            |
| DI Name: DRPP Spending Authority and GR Transfer Increase | DI# 1419006 | HB Section 7.070 and 7.075 |

4. DESCRIBE THE DETAILED ASSUMPTIONS USED TO DERIVE THE SPECIFIC REQUESTED AMOUNT. (How did you determine that the requested number of FTE were appropriate? From what source or standard did you derive the requested levels of funding? Were alternatives such as outsourcing or automation considered? If based on new legislation, does request tie to TAFF fiscal note? If not, explain why. Detail which portions of the request are one-times and how those amounts were calculated.)

Total reimbursement amounts estimate an increase of \$55,000. The current DRPP appropriation is \$200,000. This request will bring the total DRPP appropriation and the GR Transfer to \$255,000.

DRPP requires a General Revenue transfer into the Downtown Revitalization Preservation Fund (0907).

## 5. BREAK DOWN THE REQUEST BY BUDGET OBJECT CLASS, JOB CLASS, AND FUND SOURCE. IDENTIFY ONE-TIME COSTS.

| Budget Object Class/Job Class | Dept Req      | Dept Req  | Dept Req       | Dept Req   | Dept Req         | Dept Req     | Dept Req         | Dept Req     |                       |
|-------------------------------|---------------|-----------|----------------|------------|------------------|--------------|------------------|--------------|-----------------------|
|                               | GR<br>DOLLARS | GR<br>FTE | FED<br>DOLLARS | FED<br>FTE | OTHER<br>DOLLARS | OTHER<br>FTE | TOTAL<br>DOLLARS | TOTAL<br>FTE | One-Time<br>DOLLARS E |
| Total PS                      | 0             | 0.0       | 0              | 0.0        | 0                | 0.0          | 0                | 0.0          | 0                     |
| 400/Professional Services     |               |           |                |            |                  |              | 0                | 0            | 0.0                   |
| Total EE                      | 0             |           | 0              |            | 0                |              | 0                |              | 0                     |
| Program Distributions         |               |           |                |            | 0                |              | 0                |              |                       |
| Total PSD                     | 0             |           | 0              |            | 0                |              | 0                |              | 0                     |
| Transfers                     | 0             |           |                |            |                  |              |                  |              |                       |
| Total TRF                     | 0             |           | 0              |            | 0                |              | 0                |              | 0                     |
| Grand Total                   | 0             | 0.0       | 0              | 0.0        | 0                | 0.0          | 0                | 0.0          | 0                     |

## NEW DECISION ITEM

RANK: \_\_\_\_\_ OF \_\_\_\_\_

| <b>Department:</b> Economic Development                          |                          |                      | Budget Unit               | 42297C and 42310C     |                             |                         |                             |                         |                                  |
|--|--------------------------|----------------------|---------------------------|-----------------------|-----------------------------|-------------------------|-----------------------------|-------------------------|----------------------------------|
| <b>Division:</b> Business and Community Services                 |                          |                      |                           |                       |                             |                         |                             |                         |                                  |
| <b>DI Name:</b> DRPP Spending Authority and GR Transfer Increase | DI# 1419006              |                      | HB Section                | 7.070 and 7.075       |                             |                         |                             |                         |                                  |
| Budget Object Class/Job Class                                    | Gov Rec<br>GR<br>DOLLARS | Gov Rec<br>GR<br>FTE | Gov Rec<br>FED<br>DOLLARS | Gov Rec<br>FED<br>FTE | Gov Rec<br>OTHER<br>DOLLARS | Gov Rec<br>OTHER<br>FTE | Gov Rec<br>TOTAL<br>DOLLARS | Gov Rec<br>TOTAL<br>FTE | Gov Rec<br>One-Time<br>DOLLARS E |
| Total PS   | 0                        | 0.0                  | 0                         | 0.0                   | 0                           | 0.0                     | 0                           | 0.0                     | 0                                |
| Total EE   | 0                        | 0                    | 0                         | 0                     | 0                           | 0                       | 0                           | 0                       | 0                                |
| Program Distributions  |                          |                      |                           |                       | 55,000                      |                         | 55,000                      |                         |                                  |
| Total PSD  | 0                        | 0                    | 0                         | 0                     | 55,000                      |                         | 55,000                      |                         | 0                                |
| Transfers  | 55,000                   |                      |                           |                       |                             |                         |                             |                         |                                  |
| Total TRF  | 55,000                   |                      | 0                         |                       | 0                           |                         | 0                           |                         | 0                                |
| <b>Grand Total</b>   | <b>55,000</b>            | <b>0.0</b>           | <b>0</b>                  | <b>0.0</b>            | <b>55,000</b>               | <b>0.0</b>              | <b>55,000</b>               | <b>0.0</b>              | <b>0</b>                         |

**NEW DECISION ITEM**

RANK: \_\_\_\_\_ OF \_\_\_\_\_

|  |                    |                                   |
|--|--------------------|-----------------------------------|
| <b>Department:</b> Economic Development                          | <b>Budget Unit</b> | 42297C and 42310C                 |
| <b>Division:</b> Business and Community Services                 |                    |                                   |
| <b>DI Name:</b> DRPP Spending Authority and GR Transfer Increase | <b>DI#</b> 1419006 | <b>HB Section</b> 7.070 and 7.075 |

**6. PERFORMANCE MEASURES (If new decision item has an associated core, separately identify projected performance with & without additional funding.)****6a. Provide an effectiveness measure.**

Refer to the Core Description for the Downtown Revitalization Preservation Program.

**6b. Provide an efficiency measure.**

Refer to the Core Description for the Downtown Revitalization Preservation Program.

**6c. Provide the number of clients/individuals served, if applicable.**

Refer to the Core Description for the Downtown Revitalization Preservation Program.

**6d. Provide a customer satisfaction measure, if available.**

Refer to the Core Description for the Downtown Revitalization Preservation Program.

**7. STRATEGIES TO ACHIEVE THE PERFORMANCE MEASUREMENT TARGETS:**

DED works closely with the communities to track the project build-out period and adjust any budget requests to reflect updated increment estimates if less than the amount obligated by contract.

**DEPARTMENT OF ECONOMIC DEVELOPMENT**
**DECISION ITEM DETAIL**

| Budget Unit                                    | FY 2017    | FY 2017     | FY 2018    | FY 2018     | FY 2019    | FY 2019     | FY 2019         | FY 2019     |
|--|------------|-------------|------------|-------------|------------|-------------|-----------------|-------------|
| Decision Item                                  | ACTUAL     | ACTUAL      | BUDGET     | BUDGET      | DEPT REQ   | DEPT REQ    | GOV REC         | GOV REC     |
| Budget Object Class                            | DOLLAR     | FTE         | DOLLAR     | FTE         | DOLLAR     | FTE         | DOLLAR          | FTE         |
| <b>DWTN REVITAL PRSRVTN PRG</b>                |            |             |            |             |            |             |                 |             |
| <b>DWTN REVITAL GR Trf-Spnd Auth - 1419006</b> |            |             |            |             |            |             |                 |             |
| PROGRAM DISTRIBUTIONS                          | 0          | 0.00        | 0          | 0.00        | 0          | 0.00        | 55,000          | 0.00        |
| TOTAL - PD                                     | 0          | 0.00        | 0          | 0.00        | 0          | 0.00        | 55,000          | 0.00        |
| <b>GRAND TOTAL</b>                             | <b>\$0</b> | <b>0.00</b> | <b>\$0</b> | <b>0.00</b> | <b>\$0</b> | <b>0.00</b> | <b>\$55,000</b> | <b>0.00</b> |
| GENERAL REVENUE                                | \$0        | 0.00        | \$0        | 0.00        | \$0        | 0.00        | \$0             | 0.00        |
| FEDERAL FUNDS                                  | \$0        | 0.00        | \$0        | 0.00        | \$0        | 0.00        | \$0             | 0.00        |
| OTHER FUNDS                                    | \$0        | 0.00        | \$0        | 0.00        | \$0        | 0.00        | \$55,000        | 0.00        |

**CORE DECISION ITEM**

| <b>Department</b>   | <b>Economic Development</b>                        |          |                | <b>Budget Unit</b>  | <b>42310C</b> |   |   |    |         |       |       |    |   |   |   |    |   |   |   |     |   |   |   |     |         |   |         |              |                |          |                |   |  |  |  |                                   |  |  |  |    |     |       |       |    |   |   |   |    |   |   |   |     |   |   |   |     |         |   |         |              |                |          |                |
|---|--|----------|----------------|---|---------------|---|---|----|---------|-------|-------|----|---|---|---|----|---|---|---|-----|---|---|---|-----|---------|---|---------|--------------|----------------|----------|----------------|---|--|--|--|-----------------------------------|--|--|--|----|-----|-------|-------|----|---|---|---|----|---|---|---|-----|---|---|---|-----|---------|---|---------|--------------|----------------|----------|----------------|
| <b>Division</b>   | <b>Business and Community Services</b>             |          |                |   |               |   |   |    |         |       |       |    |   |   |   |    |   |   |   |     |   |   |   |     |         |   |         |              |                |          |                |   |  |  |  |                                   |  |  |  |    |     |       |       |    |   |   |   |    |   |   |   |     |   |   |   |     |         |   |         |              |                |          |                |
| <b>Core</b>   | <b>Downtown Revitalization Pres Pgm (DRPP) Trf</b> |          |                |   |               |   |   |    |         |       |       |    |   |   |   |    |   |   |   |     |   |   |   |     |         |   |         |              |                |          |                |   |  |  |  |                                   |  |  |  |    |     |       |       |    |   |   |   |    |   |   |   |     |   |   |   |     |         |   |         |              |                |          |                |
| <b>1. CORE FINANCIAL SUMMARY</b>  |  |          |                |   |               |   |   |    |         |       |       |    |   |   |   |    |   |   |   |     |   |   |   |     |         |   |         |              |                |          |                |   |  |  |  |                                   |  |  |  |    |     |       |       |    |   |   |   |    |   |   |   |     |   |   |   |     |         |   |         |              |                |          |                |
| <table> <thead> <tr> <th colspan="4">FY 2019 Budget Request</th> </tr> <tr> <th>GR</th> <th>Federal</th> <th>Other</th> <th>Total</th> </tr> </thead> <tbody> <tr> <td>PS</td> <td>0</td> <td>0</td> <td>0</td> </tr> <tr> <td>EE</td> <td>0</td> <td>0</td> <td>0</td> </tr> <tr> <td>PSD</td> <td>0</td> <td>0</td> <td>0</td> </tr> <tr> <td>TRF</td> <td>200,000</td> <td>0</td> <td>200,000</td> </tr> <tr> <td><b>Total</b></td> <td><b>200,000</b></td> <td><b>0</b></td> <td><b>200,000</b></td> </tr> </tbody> </table>                              |  |          |                | FY 2019 Budget Request  |               |   |   | GR | Federal | Other | Total | PS | 0 | 0 | 0 | EE | 0 | 0 | 0 | PSD | 0 | 0 | 0 | TRF | 200,000 | 0 | 200,000 | <b>Total</b> | <b>200,000</b> | <b>0</b> | <b>200,000</b> | <table> <thead> <tr> <th colspan="4">FY 2019 Governor's Recommendation</th> </tr> <tr> <th>GR</th> <th>Fed</th> <th>Other</th> <th>Total</th> </tr> </thead> <tbody> <tr> <td>PS</td> <td>0</td> <td>0</td> <td>0</td> </tr> <tr> <td>EE</td> <td>0</td> <td>0</td> <td>0</td> </tr> <tr> <td>PSD</td> <td>0</td> <td>0</td> <td>0</td> </tr> <tr> <td>TRF</td> <td>200,000</td> <td>0</td> <td>200,000</td> </tr> <tr> <td><b>Total</b></td> <td><b>200,000</b></td> <td><b>0</b></td> <td><b>200,000</b></td> </tr> </tbody> </table> |  |  |  | FY 2019 Governor's Recommendation |  |  |  | GR | Fed | Other | Total | PS | 0 | 0 | 0 | EE | 0 | 0 | 0 | PSD | 0 | 0 | 0 | TRF | 200,000 | 0 | 200,000 | <b>Total</b> | <b>200,000</b> | <b>0</b> | <b>200,000</b> |
| FY 2019 Budget Request  |  |          |                |   |               |   |   |    |         |       |       |    |   |   |   |    |   |   |   |     |   |   |   |     |         |   |         |              |                |          |                |   |  |  |  |                                   |  |  |  |    |     |       |       |    |   |   |   |    |   |   |   |     |   |   |   |     |         |   |         |              |                |          |                |
| GR  | Federal  | Other    | Total          |   |               |   |   |    |         |       |       |    |   |   |   |    |   |   |   |     |   |   |   |     |         |   |         |              |                |          |                |   |  |  |  |                                   |  |  |  |    |     |       |       |    |   |   |   |    |   |   |   |     |   |   |   |     |         |   |         |              |                |          |                |
| PS  | 0  | 0        | 0              |   |               |   |   |    |         |       |       |    |   |   |   |    |   |   |   |     |   |   |   |     |         |   |         |              |                |          |                |   |  |  |  |                                   |  |  |  |    |     |       |       |    |   |   |   |    |   |   |   |     |   |   |   |     |         |   |         |              |                |          |                |
| EE  | 0  | 0        | 0              |   |               |   |   |    |         |       |       |    |   |   |   |    |   |   |   |     |   |   |   |     |         |   |         |              |                |          |                |   |  |  |  |                                   |  |  |  |    |     |       |       |    |   |   |   |    |   |   |   |     |   |   |   |     |         |   |         |              |                |          |                |
| PSD   | 0  | 0        | 0              |   |               |   |   |    |         |       |       |    |   |   |   |    |   |   |   |     |   |   |   |     |         |   |         |              |                |          |                |   |  |  |  |                                   |  |  |  |    |     |       |       |    |   |   |   |    |   |   |   |     |   |   |   |     |         |   |         |              |                |          |                |
| TRF   | 200,000  | 0        | 200,000        |   |               |   |   |    |         |       |       |    |   |   |   |    |   |   |   |     |   |   |   |     |         |   |         |              |                |          |                |   |  |  |  |                                   |  |  |  |    |     |       |       |    |   |   |   |    |   |   |   |     |   |   |   |     |         |   |         |              |                |          |                |
| <b>Total</b>  | <b>200,000</b>                                     | <b>0</b> | <b>200,000</b> |   |               |   |   |    |         |       |       |    |   |   |   |    |   |   |   |     |   |   |   |     |         |   |         |              |                |          |                |   |  |  |  |                                   |  |  |  |    |     |       |       |    |   |   |   |    |   |   |   |     |   |   |   |     |         |   |         |              |                |          |                |
| FY 2019 Governor's Recommendation   |  |          |                |   |               |   |   |    |         |       |       |    |   |   |   |    |   |   |   |     |   |   |   |     |         |   |         |              |                |          |                |   |  |  |  |                                   |  |  |  |    |     |       |       |    |   |   |   |    |   |   |   |     |   |   |   |     |         |   |         |              |                |          |                |
| GR  | Fed  | Other    | Total          |   |               |   |   |    |         |       |       |    |   |   |   |    |   |   |   |     |   |   |   |     |         |   |         |              |                |          |                |   |  |  |  |                                   |  |  |  |    |     |       |       |    |   |   |   |    |   |   |   |     |   |   |   |     |         |   |         |              |                |          |                |
| PS  | 0  | 0        | 0              |   |               |   |   |    |         |       |       |    |   |   |   |    |   |   |   |     |   |   |   |     |         |   |         |              |                |          |                |   |  |  |  |                                   |  |  |  |    |     |       |       |    |   |   |   |    |   |   |   |     |   |   |   |     |         |   |         |              |                |          |                |
| EE  | 0  | 0        | 0              |   |               |   |   |    |         |       |       |    |   |   |   |    |   |   |   |     |   |   |   |     |         |   |         |              |                |          |                |   |  |  |  |                                   |  |  |  |    |     |       |       |    |   |   |   |    |   |   |   |     |   |   |   |     |         |   |         |              |                |          |                |
| PSD   | 0  | 0        | 0              |   |               |   |   |    |         |       |       |    |   |   |   |    |   |   |   |     |   |   |   |     |         |   |         |              |                |          |                |   |  |  |  |                                   |  |  |  |    |     |       |       |    |   |   |   |    |   |   |   |     |   |   |   |     |         |   |         |              |                |          |                |
| TRF   | 200,000  | 0        | 200,000        |   |               |   |   |    |         |       |       |    |   |   |   |    |   |   |   |     |   |   |   |     |         |   |         |              |                |          |                |   |  |  |  |                                   |  |  |  |    |     |       |       |    |   |   |   |    |   |   |   |     |   |   |   |     |         |   |         |              |                |          |                |
| <b>Total</b>  | <b>200,000</b>                                     | <b>0</b> | <b>200,000</b> |   |               |   |   |    |         |       |       |    |   |   |   |    |   |   |   |     |   |   |   |     |         |   |         |              |                |          |                |   |  |  |  |                                   |  |  |  |    |     |       |       |    |   |   |   |    |   |   |   |     |   |   |   |     |         |   |         |              |                |          |                |
| FTE      0.00      0.00      0.00      0.00   |  |          |                | FTE      0.00      0.00      0.00      0.00   |               |   |   |    |         |       |       |    |   |   |   |    |   |   |   |     |   |   |   |     |         |   |         |              |                |          |                |   |  |  |  |                                   |  |  |  |    |     |       |       |    |   |   |   |    |   |   |   |     |   |   |   |     |         |   |         |              |                |          |                |
| <i>Est. Fringe</i>  | 0  | 0        | 0              | <i>Est. Fringe</i>  | 0             | 0 | 0 |    |         |       |       |    |   |   |   |    |   |   |   |     |   |   |   |     |         |   |         |              |                |          |                |   |  |  |  |                                   |  |  |  |    |     |       |       |    |   |   |   |    |   |   |   |     |   |   |   |     |         |   |         |              |                |          |                |
| Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.   |  |          |                | Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation. |               |   |   |    |         |       |       |    |   |   |   |    |   |   |   |     |   |   |   |     |         |   |         |              |                |          |                |   |  |  |  |                                   |  |  |  |    |     |       |       |    |   |   |   |    |   |   |   |     |   |   |   |     |         |   |         |              |                |          |                |
| Other Funds:  |  |          |                |   |               |   |   |    |         |       |       |    |   |   |   |    |   |   |   |     |   |   |   |     |         |   |         |              |                |          |                |   |  |  |  |                                   |  |  |  |    |     |       |       |    |   |   |   |    |   |   |   |     |   |   |   |     |         |   |         |              |                |          |                |
| <b>2. CORE DESCRIPTION</b>  |  |          |                |   |               |   |   |    |         |       |       |    |   |   |   |    |   |   |   |     |   |   |   |     |         |   |         |              |                |          |                |   |  |  |  |                                   |  |  |  |    |     |       |       |    |   |   |   |    |   |   |   |     |   |   |   |     |         |   |         |              |                |          |                |
| This core decision item is the required General Revenue transfer that provides funding for the Downtown Revitalization Preservation Program (DRPP). It provides funds to remit for the portion of new state and local taxes created by a redevelopment project that are diverted to fund eligible public infrastructure projects, along with related costs for a period of 25 years. Net new taxes generated because of the redevelopment project are captured in accordance with the law for approved projects and used to pay eligible redevelopment costs. |  |          |                |   |               |   |   |    |         |       |       |    |   |   |   |    |   |   |   |     |   |   |   |     |         |   |         |              |                |          |                |   |  |  |  |                                   |  |  |  |    |     |       |       |    |   |   |   |    |   |   |   |     |   |   |   |     |         |   |         |              |                |          |                |
| <b>3. PROGRAM LISTING (list programs included in this core funding)</b>   |  |          |                |   |               |   |   |    |         |       |       |    |   |   |   |    |   |   |   |     |   |   |   |     |         |   |         |              |                |          |                |   |  |  |  |                                   |  |  |  |    |     |       |       |    |   |   |   |    |   |   |   |     |   |   |   |     |         |   |         |              |                |          |                |
| Downtown Revitalization Preservation Program (DRPP) Transfer  |  |          |                |   |               |   |   |    |         |       |       |    |   |   |   |    |   |   |   |     |   |   |   |     |         |   |         |              |                |          |                |   |  |  |  |                                   |  |  |  |    |     |       |       |    |   |   |   |    |   |   |   |     |   |   |   |     |         |   |         |              |                |          |                |

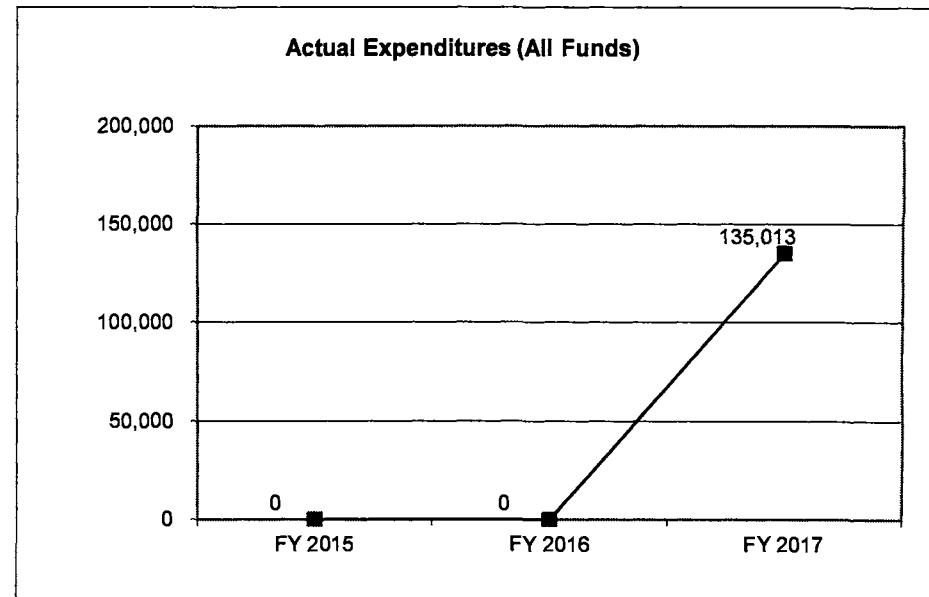
## CORE DECISION ITEM

|                   |  |
|-------------------|--|
| <b>Department</b> | <b>Economic Development</b>                        |
| <b>Division</b>   | <b>Business and Community Services</b>             |
| <b>Core</b>       | <b>Downtown Revitalization Pres Pgm (DRPP) Trf</b> |

Budget Unit 42310C

### 4. FINANCIAL HISTORY

|                                 | FY 2015<br>Actual | FY 2016<br>Actual | FY 2017<br>Actual | FY 2018<br>Current Yr. |
|---------------------------------|-------------------|-------------------|-------------------|------------------------|
| Appropriation (All Funds)       | 200,000           | 200,000           | 200,000           | 200,000                |
| Less Reverted (All Funds)       | (6,000)           | (6,000)           | (6,000)           | (6,000)                |
| Less Restricted (All Funds)     | 0                 | 0                 | 0                 | 0                      |
| Budget Authority (All Funds)    | 194,000           | 194,000           | 194,000           | 194,000                |
| Actual Expenditures (All Funds) | 0                 | 0                 | 135,013           | N/A                    |
| Unexpended (All Funds)          | 194,000           | 194,000           | 58,987            | N/A                    |
| Unexpended, by Fund:            |                   |                   |                   |                        |
| General Revenue                 | 194,000           | 194,000           | 58,987            | N/A                    |
| Federal                         | 0                 | 0                 | 0                 | N/A                    |
| Other                           | 0                 | 0                 | 0                 | N/A                    |



\*Restricted amount is as of: \_\_\_\_\_

Reverted includes Governor's standard 3 percent reserve (when applicable).

Restricted includes any extraordinary expenditure restriction (when applicable).

### NOTES:

## CORE RECONCILIATION DETAIL

**DEPARTMENT OF ECONOMIC DEVELOPMENT  
DOWNTOWN REVITAL PRESER TRNSFR**

### 5. CORE RECONCILIATION DETAIL

|                                    | Budget Class | FTE         | GR             | Federal  | Other    | Total          | Explanation |
|------------------------------------|--------------|-------------|----------------|----------|----------|----------------|-------------|
| <b>TAFF AFTER VETOES</b>           | TRF          | 0.00        | 200,000        | 0        | 0        | 200,000        |             |
|                                    | <b>Total</b> | <b>0.00</b> | <b>200,000</b> | <b>0</b> | <b>0</b> | <b>200,000</b> |             |
| <b>DEPARTMENT CORE REQUEST</b>     | TRF          | 0.00        | 200,000        | 0        | 0        | 200,000        |             |
|                                    | <b>Total</b> | <b>0.00</b> | <b>200,000</b> | <b>0</b> | <b>0</b> | <b>200,000</b> |             |
| <b>GOVERNOR'S RECOMMENDED CORE</b> | TRF          | 0.00        | 200,000        | 0        | 0        | 200,000        |             |
|                                    | <b>Total</b> | <b>0.00</b> | <b>200,000</b> | <b>0</b> | <b>0</b> | <b>200,000</b> |             |

**DEPARTMENT OF ECONOMIC DEVELOPMENT**
**DECISION ITEM SUMMARY**
**Budget Unit**

| Decision Item                                  | FY 2017<br>ACTUAL<br>DOLLAR | FY 2017<br>ACTUAL<br>FTE | FY 2018<br>BUDGET<br>DOLLAR | FY 2018<br>BUDGET<br>FTE | FY 2019<br>DEPT REQ<br>DOLLAR | FY 2019<br>DEPT REQ<br>FTE | FY 2019<br>GOV REC<br>DOLLAR | FY 2019<br>GOV REC<br>FTE |
|--|-----------------------------|--------------------------|-----------------------------|--------------------------|-------------------------------|----------------------------|------------------------------|---------------------------|
| <b>Budget Object Summary</b>                   |                             |                          |                             |                          |                               |                            |                              |                           |
| <b>Fund</b>                                    |                             |                          |                             |                          |                               |                            |                              |                           |
| <b>DOWNTOWN REVITAL PRESER TRNSFR</b>          |                             |                          |                             |                          |                               |                            |                              |                           |
| <b>CORE</b>                                    |                             |                          |                             |                          |                               |                            |                              |                           |
| <b>FUND TRANSFERS</b>                          |                             |                          |                             |                          |                               |                            |                              |                           |
| GENERAL REVENUE                                | 135,013                     | 0.00                     | 200,000                     | 0.00                     | 200,000                       | 0.00                       | 200,000                      | 0.00                      |
| TOTAL - TRF                                    | 135,013                     | 0.00                     | 200,000                     | 0.00                     | 200,000                       | 0.00                       | 200,000                      | 0.00                      |
| <b>TOTAL</b>                                   | <b>135,013</b>              | <b>0.00</b>              | <b>200,000</b>              | <b>0.00</b>              | <b>200,000</b>                | <b>0.00</b>                | <b>200,000</b>               | <b>0.00</b>               |
| <b>DWTN REVITAL GR Trf-Spnd Auth - 1419006</b> |                             |                          |                             |                          |                               |                            |                              |                           |
| <b>FUND TRANSFERS</b>                          |                             |                          |                             |                          |                               |                            |                              |                           |
| GENERAL REVENUE                                | 0                           | 0.00                     | 0                           | 0.00                     | 0                             | 0.00                       | 55,000                       | 0.00                      |
| TOTAL - TRF                                    | 0                           | 0.00                     | 0                           | 0.00                     | 0                             | 0.00                       | 55,000                       | 0.00                      |
| <b>TOTAL</b>                                   | <b>0</b>                    | <b>0.00</b>              | <b>0</b>                    | <b>0.00</b>              | <b>0</b>                      | <b>0.00</b>                | <b>55,000</b>                | <b>0.00</b>               |
| <b>GRAND TOTAL</b>                             | <b>\$135,013</b>            | <b>0.00</b>              | <b>\$200,000</b>            | <b>0.00</b>              | <b>\$200,000</b>              | <b>0.00</b>                | <b>\$255,000</b>             | <b>0.00</b>               |

**DEPARTMENT OF ECONOMIC DEVELOPMENT**
**DECISION ITEM DETAIL**

| Budget Unit                           | FY 2017          | FY 2017     | FY 2018          | FY 2018     | FY 2019          | FY 2019     | FY 2019          | FY 2019     |
|---------------------------------------|------------------|-------------|------------------|-------------|------------------|-------------|------------------|-------------|
| Decision Item                         | ACTUAL           | ACTUAL      | BUDGET           | BUDGET      | DEPT REQ         | DEPT REQ    | GOV REC          | GOV REC     |
| Budget Object Class                   | DOLLAR           | FTE         | DOLLAR           | FTE         | DOLLAR           | FTE         | DOLLAR           | FTE         |
| <b>DOWNTOWN REVITAL PRESER TRNSFR</b> |                  |             |                  |             |                  |             |                  |             |
| <b>CORE</b>                           |                  |             |                  |             |                  |             |                  |             |
| TRANSFERS OUT                         | 135,013          | 0.00        | 200,000          | 0.00        | 200,000          | 0.00        | 200,000          | 0.00        |
| <b>TOTAL - TRF</b>                    | <b>135,013</b>   | <b>0.00</b> | <b>200,000</b>   | <b>0.00</b> | <b>200,000</b>   | <b>0.00</b> | <b>200,000</b>   | <b>0.00</b> |
| <b>GRAND TOTAL</b>                    | <b>\$135,013</b> | <b>0.00</b> | <b>\$200,000</b> | <b>0.00</b> | <b>\$200,000</b> | <b>0.00</b> | <b>\$200,000</b> | <b>0.00</b> |
| GENERAL REVENUE                       | \$135,013        | 0.00        | \$200,000        | 0.00        | \$200,000        | 0.00        | \$200,000        | 0.00        |
| FEDERAL FUNDS                         | \$0              | 0.00        | \$0              | 0.00        | \$0              | 0.00        | \$0              | 0.00        |
| OTHER FUNDS                           | \$0              | 0.00        | \$0              | 0.00        | \$0              | 0.00        | \$0              | 0.00        |

## PROGRAM DESCRIPTION

**Department:** Economic Development

**Program Name:** Downtown Revitalization Pres Trf (DRPP)

**Program is found in the following core budget(s):** Business and Community Services

**1a. What strategic priority does this program address?**

Grow Missouri's Businesses

**1b. What does this program do?**

This core decision item is the required General Revenue transfer that provides funding for the Downtown Revitalization Preservation Program (DRPP). It provides funds to remit for the portion of new state and local taxes created by a redevelopment project that are diverted to fund eligible public infrastructure projects, along with related costs for a period of 25 years. Net new taxes generated because of the redevelopment project are captured in accordance with the law for approved projects and used to pay eligible redevelopment costs.

**2. What is the authorization for this program, i.e., federal or state statute, etc.? (Include the federal program number, if applicable.)**

Section 99.1080-99.1092, RSMo

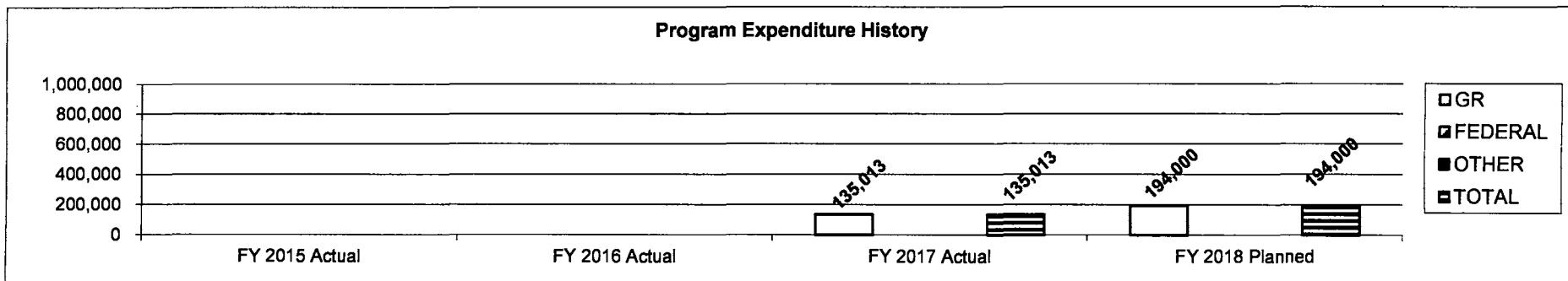
**3. Are there federal matching requirements? If yes, please explain.**

No

**4. Is this a federally mandated program? If yes, please explain.**

No

**5. Provide actual expenditures for the prior three fiscal years and planned expenditures for the current fiscal year.**



Note: Planned expenditures for GR reflect 3% Governor's Reserve.

**6. What are the sources of the "Other" funds?**

GR Transfer to Downtown Revitalization Preservation Program (0907).

## PROGRAM DESCRIPTION

**Department: Economic Development**

**Program Name: Downtown Revitalization Pres Trf (DRPP)**

**Program is found in the following core budget(s): Business and Community Services**

**7a. Provide an effectiveness measure.**

This is a GR transfer. Please refer to the program description for the Downtown Revitalization Preservation Program (DRPP).

**7b. Provide an efficiency measure.**

This is a GR transfer. Please refer to the program description for the Downtown Revitalization Preservation Program (DRPP).

**7c. Provide the number of clients/individuals served, if applicable.**

This is a GR transfer. Please refer to the program description for the Downtown Revitalization Preservation Program (DRPP).

**7d. Provide a customer satisfaction measure, if available.**

This is a GR transfer. Please refer to the program description for the Downtown Revitalization Preservation Program (DRPP).

## NEW DECISION ITEM

RANK: \_\_\_\_\_ OF \_\_\_\_\_

| <b>Department:</b> Economic Development  |               | Budget Unit              | 42297C and 42310C |                       |   |
|--|---------------|--------------------------|-------------------|-----------------------|---|
| <b>Division:</b> Business and Community Services   |               |                          |                   |                       |   |
| <b>DI Name:</b> DRPP Spending Authority and GR Transfer Increase   |               | <b>DI#</b> 1419006       | <b>HB Section</b> | 7.070 and 7.075       |   |
| <b>1. AMOUNT OF REQUEST</b>  |               |                          |                   |                       |   |
| <b>FY 2019 Budget Request</b>  |               |                          |                   |                       |   |
|  | GR            | Federal                  | Other             | Total                 | E |
| PS   | 0             | 0                        | 0                 | 0                     |   |
| EE   | 0             | 0                        | 0                 | 0                     |   |
| PSD  | 0             | 0                        | 0                 | 0                     |   |
| TRF  | 0             | 0                        | 0                 | 0                     |   |
| <b>Total</b>   | <b>0</b>      | <b>0</b>                 | <b>0</b>          | <b>0</b>              |   |
| <b>FTE</b>   | <b>0.00</b>   | <b>0.00</b>              | <b>0.00</b>       | <b>0.00</b>           |   |
| <b>Est. Fringe</b>   | 0             | 0                        | 0                 | 0                     |   |
| <i>Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.</i>   |               |                          |                   |                       |   |
| Other Funds:   |               |                          |                   |                       |   |
| <b>FY 2019 Governor's Recommendation</b>   |               |                          |                   |                       |   |
|  | GR            | Federal                  | Other             | Total                 | E |
| PS   | 0             | 0                        | 0                 | 0                     |   |
| EE   | 0             | 0                        | 0                 | 0                     |   |
| PSD  | 0             | 0                        | 55,000            | 55,000                |   |
| TRF  | 55,000        | 0                        | 0                 | 0                     |   |
| <b>Total</b>   | <b>55,000</b> | <b>0</b>                 | <b>55,000</b>     | <b>55,000</b>         |   |
| <b>FTE</b>   | <b>0.00</b>   | <b>0.00</b>              | <b>0.00</b>       | <b>0.00</b>           |   |
| <b>Est. Fringe</b>   | 0             | 0                        | 0                 | 0                     |   |
| <i>Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.</i>   |               |                          |                   |                       |   |
| Other Funds:   |               |                          |                   |                       |   |
| <b>2. THIS REQUEST CAN BE CATEGORIZED AS:</b>  |               |                          |                   |                       |   |
| New Legislation  |               | New Program              |                   | Fund Switch           |   |
| Federal Mandate  | X             | Program Expansion        |                   | Cost to Continue      |   |
| GR Pick-Up   |               | Space Request            |                   | Equipment Replacement |   |
| Pay Plan   | X             | Other: Transfer Increase |                   |                       |   |
| <b>3. WHY IS THIS FUNDING NEEDED? PROVIDE AN EXPLANATION FOR ITEMS CHECKED IN #2. INCLUDE THE FEDERAL OR STATE STATUTORY OR CONSTITUTIONAL AUTHORIZATION FOR THIS PROGRAM.</b>   |               |                          |                   |                       |   |
| <p>This new decision item is being requested in order to increase the appropriation authority and corresponding GR Transfer for the Downtown Revitalization Preservation Program (DRPP). DRPP allows a portion of the new state and local taxes created by a redevelopment project to be diverted to fund eligible public infrastructure projects, along with related costs for a period of 25 years. Net new taxes generated because of the redevelopment project are captured and diverted to pay the debt service on bonds issued to fund the project. The purpose of the program is to facilitate the redevelopment of downtown areas and the creation of jobs by providing essential public infrastructure.</p> <p>The project requiring an increase is the Springfield/Heer's Tower totaling \$55,000.</p> |               |                          |                   |                       |   |

**NEW DECISION ITEM**

RANK: \_\_\_\_\_ OF \_\_\_\_\_

|  |                    |                                   |
|--|--------------------|-----------------------------------|
| <b>Department:</b> Economic Development                          | <b>Budget Unit</b> | 42297C and 42310C                 |
| <b>Division:</b> Business and Community Services                 |                    |                                   |
| <b>DI Name:</b> DRPP Spending Authority and GR Transfer Increase | <b>DI#</b> 1419006 | <b>HB Section</b> 7.070 and 7.075 |

**4. DESCRIBE THE DETAILED ASSUMPTIONS USED TO DERIVE THE SPECIFIC REQUESTED AMOUNT. (How did you determine that the requested number of FTE were appropriate? From what source or standard did you derive the requested levels of funding? Were alternatives such as outsourcing or automation considered? If based on new legislation, does request tie to TAFF fiscal note? If not, explain why. Detail which portions of the request are one-times and how those amounts were calculated.)**

Total reimbursement amounts estimate an increase of \$55,000. The current DRPP appropriation is \$200,000. This request will bring the total DRPP appropriation and the GR Transfer to \$255,000.

DRPP requires a General Revenue transfer into the Downtown Revitalization Preservation Fund (0907).

**5. BREAK DOWN THE REQUEST BY BUDGET OBJECT CLASS, JOB CLASS, AND FUND SOURCE. IDENTIFY ONE-TIME COSTS.**

| Budget Object Class/Job Class | Dept Req      | Dept Req   | Dept Req       | Dept Req   | Dept Req         | Dept Req     | Dept Req         | Dept Req     |                       |
|-------------------------------|---------------|------------|----------------|------------|------------------|--------------|------------------|--------------|-----------------------|
|                               | GR<br>DOLLARS | GR<br>FTE  | FED<br>DOLLARS | FED<br>FTE | OTHER<br>DOLLARS | OTHER<br>FTE | TOTAL<br>DOLLARS | TOTAL<br>FTE | One-Time<br>DOLLARS E |
| Total PS                      | 0             | 0.0        | 0              | 0.0        | 0                | 0.0          | 0                | 0.0          | 0                     |
| 400/Professional Services     |               |            |                |            |                  |              | 0                | 0            | 0.0                   |
| Total EE                      | 0             |            | 0              |            | 0                |              | 0                |              | 0                     |
| Program Distributions         |               |            |                |            | 0                |              | 0                |              |                       |
| Total PSD                     | 0             |            | 0              |            | 0                |              | 0                |              | 0                     |
| Transfers                     | 0             |            |                |            | 0                |              |                  |              |                       |
| Total TRF                     | 0             |            | 0              |            | 0                |              | 0                |              | 0                     |
| <b>Grand Total</b>            | <b>0</b>      | <b>0.0</b> | <b>0</b>       | <b>0.0</b> | <b>0</b>         | <b>0.0</b>   | <b>0</b>         | <b>0.0</b>   | <b>0</b>              |

## NEW DECISION ITEM

RANK: \_\_\_\_\_ OF \_\_\_\_\_

| <b>Department:</b> Economic Development                          |                          |                      | Budget Unit               | 42297C and 42310C     |                             |                         |                             |                         |                                |              |
|--|--------------------------|----------------------|---------------------------|-----------------------|-----------------------------|-------------------------|-----------------------------|-------------------------|--------------------------------|--------------|
| <b>Division:</b> Business and Community Services                 |                          |                      |                           |                       |                             |                         |                             |                         |                                |              |
| <b>DI Name:</b> DRPP Spending Authority and GR Transfer Increase | DI# 1419006              |                      | HB Section                | 7.070 and 7.075       |                             |                         |                             |                         |                                |              |
| Budget Object Class/Job Class                                    | Gov Rec<br>GR<br>DOLLARS | Gov Rec<br>GR<br>FTE | Gov Rec<br>FED<br>DOLLARS | Gov Rec<br>FED<br>FTE | Gov Rec<br>OTHER<br>DOLLARS | Gov Rec<br>OTHER<br>FTE | Gov Rec<br>TOTAL<br>DOLLARS | Gov Rec<br>TOTAL<br>FTE | Gov Rec<br>One-Time<br>DOLLARS | Gov Rec<br>E |
| Total PS   | 0                        | 0.0                  | 0                         | 0.0                   | 0                           | 0.0                     | 0                           | 0.0                     | 0.0                            | 0            |
| Total EE   | 0                        |                      | 0                         |                       | 0                           |                         | 0                           |                         | 0                              | 0            |
| Program Distributions  |                          |                      |                           |                       | 55,000                      |                         | 55,000                      |                         |                                |              |
| Total PSD  | 0                        |                      | 0                         |                       | 55,000                      |                         | 55,000                      |                         |                                | 0            |
| Transfers  | 55,000                   |                      |                           |                       |                             |                         |                             |                         |                                |              |
| Total TRF  | 55,000                   |                      | 0                         |                       | 0                           |                         | 0                           |                         |                                | 0            |
| <b>Grand Total</b>   | <b>55,000</b>            | <b>0.0</b>           | <b>0</b>                  | <b>0.0</b>            | <b>55,000</b>               | <b>0.0</b>              | <b>55,000</b>               | <b>0.0</b>              | <b>0</b>                       |              |

**NEW DECISION ITEM**

RANK: \_\_\_\_\_ OF \_\_\_\_\_

|  |                    |                                   |
|--|--------------------|-----------------------------------|
| <b>Department:</b> Economic Development                          | <b>Budget Unit</b> | 42297C and 42310C                 |
| <b>Division:</b> Business and Community Services                 |                    |                                   |
| <b>DI Name:</b> DRPP Spending Authority and GR Transfer Increase | <b>DI#</b> 1419006 | <b>HB Section</b> 7.070 and 7.075 |

**6. PERFORMANCE MEASURES (If new decision item has an associated core, separately identify projected performance with & without additional funding.)****6a. Provide an effectiveness measure.**

Refer to the Core Description for the Downtown Revitalization Preservation Program.

**6b. Provide an efficiency measure.**

Refer to the Core Description for the Downtown Revitalization Preservation Program.

**6c. Provide the number of clients/individuals served, if applicable.**

Refer to the Core Description for the Downtown Revitalization Preservation Program.

**6d. Provide a customer satisfaction measure, if available.**

Refer to the Core Description for the Downtown Revitalization Preservation Program.

**7. STRATEGIES TO ACHIEVE THE PERFORMANCE MEASUREMENT TARGETS:**

DED works closely with the communities to track the project build-out period and adjust any budget requests to reflect updated increment estimates if less than the amount obligated by contract.

**DEPARTMENT OF ECONOMIC DEVELOPMENT**
**DECISION ITEM DETAIL**

| Budget Unit                                    | FY 2017    | FY 2017     | FY 2018    | FY 2018     | FY 2019    | FY 2019     | FY 2019         | FY 2019     |
|--|------------|-------------|------------|-------------|------------|-------------|-----------------|-------------|
| Decision Item                                  | ACTUAL     | ACTUAL      | BUDGET     | BUDGET      | DEPT REQ   | DEPT REQ    | GOV REC         | GOV REC     |
| Budget Object Class                            | DOLLAR     | FTE         | DOLLAR     | FTE         | DOLLAR     | FTE         | DOLLAR          | FTE         |
| <b>DOWNTOWN REVITAL PRESER TRNSFR</b>          |            |             |            |             |            |             |                 |             |
| <b>DWTN REVITAL GR Trf-Spnd Auth - 1419006</b> |            |             |            |             |            |             |                 |             |
| TRANSFERS OUT                                  | 0          | 0.00        | 0          | 0.00        | 0          | 0.00        | 55,000          | 0.00        |
| <b>TOTAL - TRF</b>                             | <b>0</b>   | <b>0.00</b> | <b>0</b>   | <b>0.00</b> | <b>0</b>   | <b>0.00</b> | <b>55,000</b>   | <b>0.00</b> |
| <b>GRAND TOTAL</b>                             | <b>\$0</b> | <b>0.00</b> | <b>\$0</b> | <b>0.00</b> | <b>\$0</b> | <b>0.00</b> | <b>\$55,000</b> | <b>0.00</b> |
| GENERAL REVENUE                                | \$0        | 0.00        | \$0        | 0.00        | \$0        | 0.00        | \$55,000        | 0.00        |
| FEDERAL FUNDS                                  | \$0        | 0.00        | \$0        | 0.00        | \$0        | 0.00        | \$0             | 0.00        |
| OTHER FUNDS                                    | \$0        | 0.00        | \$0        | 0.00        | \$0        | 0.00        | \$0             | 0.00        |

## CORE DECISION ITEM

|   |                                  |                  |              |                  |             |
|---|----------------------------------|------------------|--------------|------------------|-------------|
| <b>Department:</b> Economic Development   | <b>Budget Unit</b> <u>42180C</u> |                  |              |                  |             |
| <b>Division:</b> Business and Community Services  |                                  |                  |              |                  |             |
| <b>Core:</b> MO Community Service Commission  |                                  |                  |              |                  |             |
| <b>1. CORE FINANCIAL SUMMARY</b>  |                                  |                  |              |                  |             |
|   | <b>FY 2019 Budget Request</b>    |                  |              |                  |             |
|   | <b>GR</b>                        | <b>Federal</b>   | <b>Other</b> | <b>Total</b>     |             |
| PS  | 35,211                           | 199,780          | 0            | 234,991          |             |
| EE  | 0                                | 262,500          | 0            | 262,500          |             |
| PSD   | 0                                | 3,487,500        | 0            | 3,487,500        |             |
| TRF   | 0                                | 0                | 0            | 0                |             |
| <b>Total</b>  | <b>35,211</b>                    | <b>3,949,780</b> | <b>0</b>     | <b>3,984,991</b> |             |
|   | <b>FTE</b>                       | <b>1.00</b>      | <b>4.00</b>  | <b>0.00</b>      | <b>5.00</b> |
| <b>Est. Fringe</b>  | <b>20,766</b>                    | <b>100,567</b>   | <b>0</b>     | <b>121,332</b>   |             |
| Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.   |                                  |                  |              |                  |             |
| Other Funds:  |                                  |                  |              |                  |             |
| Notes:  |                                  |                  |              |                  |             |
| <b>2. CORE DESCRIPTION</b>  |                                  |                  |              |                  |             |
| <p>The Missouri Community Service Commission (MCSC) receives funding from the Corporation for National and Community Service (CNCS) in Washington, D.C., to administer the AmeriCorps State and Education Awards programs in Missouri. AmeriCorps is a national service network program that provides opportunities for individuals to serve their communities as full-time or less than full-time AmeriCorps members. These funds are made available to not-for-profit organizations, educational institutions, community-based organizations and faith-based organizations with 501(c)3 status. MCSC staff is located within the Department of Economic Development's Business and Community Services division. MCSC is composed of 15-25 Governor-appointed commissioners and five full-time staff. AmeriCorps brings people of all ages from 17 to 100 together to serve in areas of education, youth mentoring, public safety, housing rehabilitation, health care, environmental issues, disaster relief and veterans. It provides communities and neighborhoods with the human resources necessary to address their most pressing civic needs and gives individuals a way to serve their country by completing community service projects.</p> |                                  |                  |              |                  |             |
| <b>3. PROGRAM LISTING (list programs included in this core funding)</b>   |                                  |                  |              |                  |             |
| Missouri Community Service Commission   |                                  |                  |              |                  |             |

## CORE DECISION ITEM

**Department:** Economic Development  
**Division:** Business and Community Services  
**Core:** MO Community Service Commission

Budget Unit 42180C

### 4. FINANCIAL HISTORY

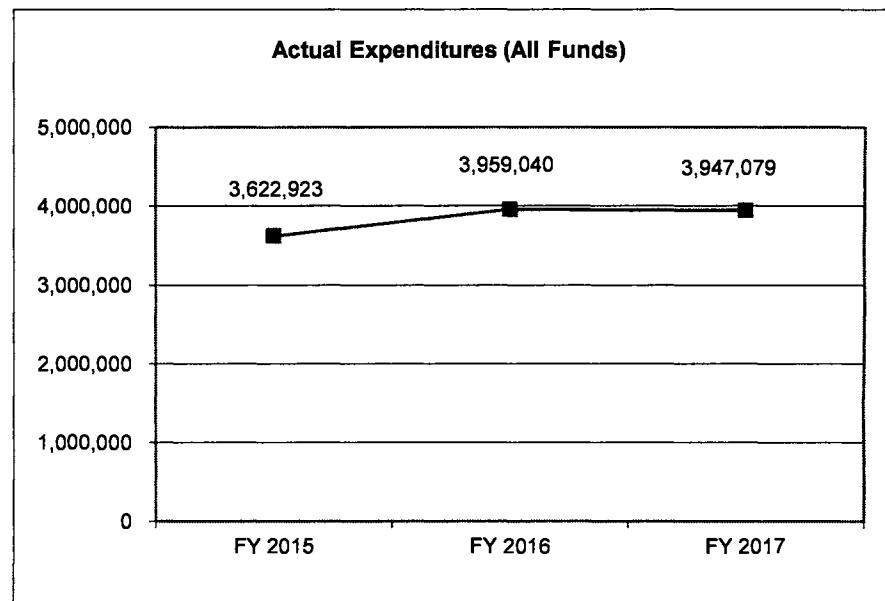
|                                 | FY 2015<br>Actual | FY 2016<br>Actual | FY 2017<br>Actual | FY 2018<br>Current Yr. |
|---------------------------------|-------------------|-------------------|-------------------|------------------------|
| Appropriation (All Funds)       | 3,979,152         | 3,980,384         | 3,984,991         | 3,984,991              |
| Less Reverted (All Funds)       | (1,030)           | (1,036)           | (1,056)           | (1,056)                |
| Less Restricted ( All Funds)    | 0                 | 0                 | 0                 | 0                      |
| Budget Authority (All Funds)    | 3,978,122         | 3,979,348         | 3,983,935         | 3,983,935              |
|                                 |                   |                   |                   |                        |
| Actual Expenditures (All Funds) | 3,622,923         | 3,959,040         | 3,947,079         | N/A                    |
| Unexpended (All Funds)          | 355,199           | 20,308            | 36,856            | N/A                    |
|                                 |                   |                   |                   |                        |
| Unexpended, by Fund:            |                   |                   |                   |                        |
| General Revenue                 | 1,919             | 485               | 522               | N/A                    |
| Federal                         | 353,280           | 19,823            | 36,334            | N/A                    |
| Other                           | 0                 | 0                 | 0                 | N/A                    |

\*Restricted amount is as of: \_\_\_\_\_

Reverted includes Governor's standard 3 percent reserve (when applicable).

Restricted includes any extraordinary expenditure restriction (when applicable).

### NOTES:



## CORE RECONCILIATION DETAIL

**DEPARTMENT OF ECONOMIC DEVELOPMENT  
MO COMMUNITY SVS COMMISSION**

### **5. CORE RECONCILIATION DETAIL**

|                                    | Budget Class | FTE                           | GR            | Federal          | Other    | Total            | Explanation                               |
|------------------------------------|--------------|-------------------------------|---------------|------------------|----------|------------------|---|
| <b>TAFF AFTER VETOES</b>           |              |                               |               |                  |          |                  |   |
|                                    | PS           | 5.00                          | 35,211        | 199,780          | 0        | 234,991          |   |
|                                    | EE           | 0.00                          | 0             | 262,500          | 0        | 262,500          |   |
|                                    | PD           | 0.00                          | 0             | 3,487,500        | 0        | 3,487,500        |   |
|                                    | <b>Total</b> | <b>5.00</b>                   | <b>35,211</b> | <b>3,949,780</b> | <b>0</b> | <b>3,984,991</b> |   |
| <b>DEPARTMENT CORE ADJUSTMENTS</b> |              |                               |               |                  |          |                  |   |
| Core Reallocation                  | 1700 3642    | PS                            | 0.00          | 0                | 0        | 0                | (0) More closely align to budget actuals. |
|                                    |              | <b>NET DEPARTMENT CHANGES</b> | <b>0.00</b>   | <b>0</b>         | <b>0</b> | <b>0</b>         | <b>(0)</b>                                |
| <b>DEPARTMENT CORE REQUEST</b>     |              |                               |               |                  |          |                  |   |
|                                    | PS           | 5.00                          | 35,211        | 199,780          | 0        | 234,991          |   |
|                                    | EE           | 0.00                          | 0             | 262,500          | 0        | 262,500          |   |
|                                    | PD           | 0.00                          | 0             | 3,487,500        | 0        | 3,487,500        |   |
|                                    | <b>Total</b> | <b>5.00</b>                   | <b>35,211</b> | <b>3,949,780</b> | <b>0</b> | <b>3,984,991</b> |   |
| <b>GOVERNOR'S RECOMMENDED CORE</b> |              |                               |               |                  |          |                  |   |
|                                    | PS           | 5.00                          | 35,211        | 199,780          | 0        | 234,991          |   |
|                                    | EE           | 0.00                          | 0             | 262,500          | 0        | 262,500          |   |
|                                    | PD           | 0.00                          | 0             | 3,487,500        | 0        | 3,487,500        |   |
|                                    | <b>Total</b> | <b>5.00</b>                   | <b>35,211</b> | <b>3,949,780</b> | <b>0</b> | <b>3,984,991</b> |   |

**DEPARTMENT OF ECONOMIC DEVELOPMENT**
**DECISION ITEM SUMMARY**

| Budget Unit<br>Decision Item<br>Budget Object Summary<br>Fund | FY 2017<br>ACTUAL<br>DOLLAR | FY 2017<br>ACTUAL<br>FTE | FY 2018<br>BUDGET<br>DOLLAR | FY 2018<br>BUDGET<br>FTE | FY 2019<br>DEPT REQ<br>DOLLAR | FY 2019<br>DEPT REQ<br>FTE | FY 2019<br>GOV REC<br>DOLLAR | FY 2019<br>GOV REC<br>FTE |
|---|-----------------------------|--------------------------|-----------------------------|--------------------------|-------------------------------|----------------------------|------------------------------|---------------------------|
| <b>MO COMMUNITY SVS COMMISSION</b>                            |                             |                          |                             |                          |                               |                            |                              |                           |
| <b>CORE</b>   |                             |                          |                             |                          |                               |                            |                              |                           |
| PERSONAL SERVICES   |                             |                          |                             |                          |                               |                            |                              |                           |
| GENERAL REVENUE   | 33,633                      | 0.55                     | 35,211                      | 1.00                     | 35,211                        | 1.00                       | 35,211                       | 1.00                      |
| COMMUNITY SERV COMM-FED/OTHER                                 | 164,958                     | 3.73                     | 199,780                     | 4.00                     | 199,780                       | 4.00                       | 199,780                      | 4.00                      |
| TOTAL - PS  | 198,591                     | 4.28                     | 234,991                     | 5.00                     | 234,991                       | 5.00                       | 234,991                      | 5.00                      |
| EXPENSE & EQUIPMENT   |                             |                          |                             |                          |                               |                            |                              |                           |
| COMMUNITY SERV COMM-FED/OTHER                                 | 142,483                     | 0.00                     | 262,500                     | 0.00                     | 262,500                       | 0.00                       | 262,500                      | 0.00                      |
| TOTAL - EE  | 142,483                     | 0.00                     | 262,500                     | 0.00                     | 262,500                       | 0.00                       | 262,500                      | 0.00                      |
| PROGRAM-SPECIFIC  |                             |                          |                             |                          |                               |                            |                              |                           |
| COMMUNITY SERV COMM-FED/OTHER                                 | 3,606,005                   | 0.00                     | 3,487,500                   | 0.00                     | 3,487,500                     | 0.00                       | 3,487,500                    | 0.00                      |
| TOTAL - PD  | 3,606,005                   | 0.00                     | 3,487,500                   | 0.00                     | 3,487,500                     | 0.00                       | 3,487,500                    | 0.00                      |
| <b>TOTAL</b>  | <b>3,947,079</b>            | <b>4.28</b>              | <b>3,984,991</b>            | <b>5.00</b>              | <b>3,984,991</b>              | <b>5.00</b>                | <b>3,984,991</b>             | <b>5.00</b>               |
| <b>Pay Plan - 0000012</b>                                     |                             |                          |                             |                          |                               |                            |                              |                           |
| PERSONAL SERVICES   |                             |                          |                             |                          |                               |                            |                              |                           |
| COMMUNITY SERV COMM-FED/OTHER                                 | 0                           | 0.00                     | 0                           | 0.00                     | 0                             | 0.00                       | 1,950                        | 0.00                      |
| TOTAL - PS  | 0                           | 0.00                     | 0                           | 0.00                     | 0                             | 0.00                       | 1,950                        | 0.00                      |
| <b>TOTAL</b>  | <b>0</b>                    | <b>0.00</b>              | <b>0</b>                    | <b>0.00</b>              | <b>0</b>                      | <b>0.00</b>                | <b>1,950</b>                 | <b>0.00</b>               |
| <b>MO Community Svc Comm Inc Fed - 1419004</b>                |                             |                          |                             |                          |                               |                            |                              |                           |
| PERSONAL SERVICES   |                             |                          |                             |                          |                               |                            |                              |                           |
| COMMUNITY SERV COMM-FED/OTHER                                 | 0                           | 0.00                     | 0                           | 0.00                     | 5,000                         | 0.00                       | 5,000                        | 0.00                      |
| TOTAL - PS  | 0                           | 0.00                     | 0                           | 0.00                     | 5,000                         | 0.00                       | 5,000                        | 0.00                      |
| PROGRAM-SPECIFIC  |                             |                          |                             |                          |                               |                            |                              |                           |
| COMMUNITY SERV COMM-FED/OTHER                                 | 0                           | 0.00                     | 0                           | 0.00                     | 1,398,156                     | 0.00                       | 1,398,156                    | 0.00                      |
| TOTAL - PD  | 0                           | 0.00                     | 0                           | 0.00                     | 1,398,156                     | 0.00                       | 1,398,156                    | 0.00                      |
| <b>TOTAL</b>  | <b>0</b>                    | <b>0.00</b>              | <b>0</b>                    | <b>0.00</b>              | <b>1,403,156</b>              | <b>0.00</b>                | <b>1,403,156</b>             | <b>0.00</b>               |
| <b>GRAND TOTAL</b>  | <b>\$3,947,079</b>          | <b>4.28</b>              | <b>\$3,984,991</b>          | <b>5.00</b>              | <b>\$5,388,147</b>            | <b>5.00</b>                | <b>\$5,390,097</b>           | <b>5.00</b>               |

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**DEPARTMENT OF ECONOMIC DEVELOPMENT**
**DECISION ITEM DETAIL**

| Budget Unit                        | FY 2017<br>ACTUAL<br>DOLLAR | FY 2017<br>ACTUAL<br>FTE | FY 2018<br>BUDGET<br>DOLLAR | FY 2018<br>BUDGET<br>FTE | FY 2019<br>DEPT REQ<br>DOLLAR | FY 2019<br>DEPT REQ<br>FTE | FY 2019<br>GOV REC<br>DOLLAR | FY 2019<br>GOV REC<br>FTE |
|------------------------------------|-----------------------------|--------------------------|-----------------------------|--------------------------|-------------------------------|----------------------------|------------------------------|---------------------------|
| <b>MO COMMUNITY SVS COMMISSION</b> |                             |                          |                             |                          |                               |                            |                              |                           |
| <b>CORE</b>                        |                             |                          |                             |                          |                               |                            |                              |                           |
| ECONOMIC DEV INCENTIVE SPEC I      | 28,552                      | 0.88                     | 29,082                      | 0.64                     | 29,082                        | 0.64                       | 29,082                       | 0.64                      |
| ECONOMIC DEV INCENTIVE SPEC II     | 15,760                      | 0.40                     | 40,673                      | 0.81                     | 20,673                        | 0.36                       | 20,673                       | 0.36                      |
| ECONOMIC DEV INCENTIVE SPC III     | 93,128                      | 2.00                     | 76,659                      | 1.55                     | 96,659                        | 2.00                       | 96,659                       | 2.00                      |
| STUDENT INTERN                     | 0                           | 0.00                     | 3                           | 0.00                     | 3                             | 0.00                       | 3                            | 0.00                      |
| FISCAL MANAGER                     | 0                           | 0.00                     | 7                           | 0.00                     | 0                             | 0.00                       | 0                            | 0.00                      |
| PRINCIPAL ASST BOARD/COMMISSION    | 61,151                      | 1.00                     | 88,567                      | 2.00                     | 88,574                        | 2.00                       | 88,574                       | 2.00                      |
| <b>TOTAL - PS</b>                  | <b>198,591</b>              | <b>4.28</b>              | <b>234,991</b>              | <b>5.00</b>              | <b>234,991</b>                | <b>5.00</b>                | <b>234,991</b>               | <b>5.00</b>               |
| TRAVEL, IN-STATE                   | 16,727                      | 0.00                     | 56,250                      | 0.00                     | 56,250                        | 0.00                       | 56,250                       | 0.00                      |
| TRAVEL, OUT-OF-STATE               | 21,561                      | 0.00                     | 22,500                      | 0.00                     | 22,500                        | 0.00                       | 22,500                       | 0.00                      |
| SUPPLIES                           | 1,153                       | 0.00                     | 18,750                      | 0.00                     | 18,750                        | 0.00                       | 18,750                       | 0.00                      |
| PROFESSIONAL DEVELOPMENT           | 5,930                       | 0.00                     | 15,000                      | 0.00                     | 15,000                        | 0.00                       | 15,000                       | 0.00                      |
| COMMUNICATION SERV & SUPP          | 3,595                       | 0.00                     | 11,250                      | 0.00                     | 11,250                        | 0.00                       | 11,250                       | 0.00                      |
| PROFESSIONAL SERVICES              | 77,110                      | 0.00                     | 77,750                      | 0.00                     | 77,750                        | 0.00                       | 77,750                       | 0.00                      |
| M&R SERVICES                       | 709                         | 0.00                     | 3,750                       | 0.00                     | 3,750                         | 0.00                       | 3,750                        | 0.00                      |
| OFFICE EQUIPMENT                   | 507                         | 0.00                     | 7,500                       | 0.00                     | 7,500                         | 0.00                       | 7,500                        | 0.00                      |
| OTHER EQUIPMENT                    | 151                         | 0.00                     | 1,000                       | 0.00                     | 1,000                         | 0.00                       | 1,000                        | 0.00                      |
| BUILDING LEASE PAYMENTS            | 1,264                       | 0.00                     | 3,700                       | 0.00                     | 3,700                         | 0.00                       | 3,700                        | 0.00                      |
| EQUIPMENT RENTALS & LEASES         | 295                         | 0.00                     | 3,750                       | 0.00                     | 3,750                         | 0.00                       | 3,750                        | 0.00                      |
| MISCELLANEOUS EXPENSES             | 13,481                      | 0.00                     | 41,250                      | 0.00                     | 41,250                        | 0.00                       | 41,250                       | 0.00                      |
| REBILLABLE EXPENSES                | 0                           | 0.00                     | 50                          | 0.00                     | 50                            | 0.00                       | 50                           | 0.00                      |
| <b>TOTAL - EE</b>                  | <b>142,483</b>              | <b>0.00</b>              | <b>262,500</b>              | <b>0.00</b>              | <b>262,500</b>                | <b>0.00</b>                | <b>262,500</b>               | <b>0.00</b>               |
| PROGRAM DISTRIBUTIONS              | 3,606,005                   | 0.00                     | 3,487,500                   | 0.00                     | 3,487,500                     | 0.00                       | 3,487,500                    | 0.00                      |
| <b>TOTAL - PD</b>                  | <b>3,606,005</b>            | <b>0.00</b>              | <b>3,487,500</b>            | <b>0.00</b>              | <b>3,487,500</b>              | <b>0.00</b>                | <b>3,487,500</b>             | <b>0.00</b>               |
| <b>GRAND TOTAL</b>                 | <b>\$3,947,079</b>          | <b>4.28</b>              | <b>\$3,984,991</b>          | <b>5.00</b>              | <b>\$3,984,991</b>            | <b>5.00</b>                | <b>\$3,984,991</b>           | <b>5.00</b>               |
| GENERAL REVENUE                    | \$33,633                    | 0.55                     | \$35,211                    | 1.00                     | \$35,211                      | 1.00                       | \$35,211                     | 1.00                      |
| FEDERAL FUNDS                      | \$3,913,446                 | 3.73                     | \$3,949,780                 | 4.00                     | \$3,949,780                   | 4.00                       | \$3,949,780                  | 4.00                      |
| OTHER FUNDS                        | \$0                         | 0.00                     | \$0                         | 0.00                     | \$0                           | 0.00                       | \$0                          | 0.00                      |

## PROGRAM DESCRIPTION

**Department:** Economic Development

**Program Name:** MO Community Service Commission

**Program is found in the following core budget(s):** MO Community Service Commission

**1a. What strategic priority does this program address?**

Empower Missouri's Communities

**1b. What does this program do?**

- The purpose of the Missouri Community Service Commission (MCSC) is to strengthen Missouri communities through volunteerism and service by connecting Missourians of all ages and backgrounds in an effort to improve unmet community needs through direct and tangible services.
- This program provides opportunities for individuals to serve their communities as full-time or less than full-time AmeriCorps members. The MCSC and AmeriCorps are part of a national service network supported by the Corporation for National and Community Service. MCSC administers AmeriCorps State funding by awarding monetary grants and providing technical assistance and support. Individuals serve through alignment with community based nonprofit organizations, educational institutions and faith-based organizations with 501(c)3 status.
- Core priorities are education, public safety, healthy futures, economic opportunity, disaster relief, and veterans and their families.

**2. What is the authorization for this program, i.e., federal or state statute, etc.? (Include the federal program number, if applicable.)**

Section 26.600, RSMo.; Federal - National and Community Service Act of 1993; HR 4854

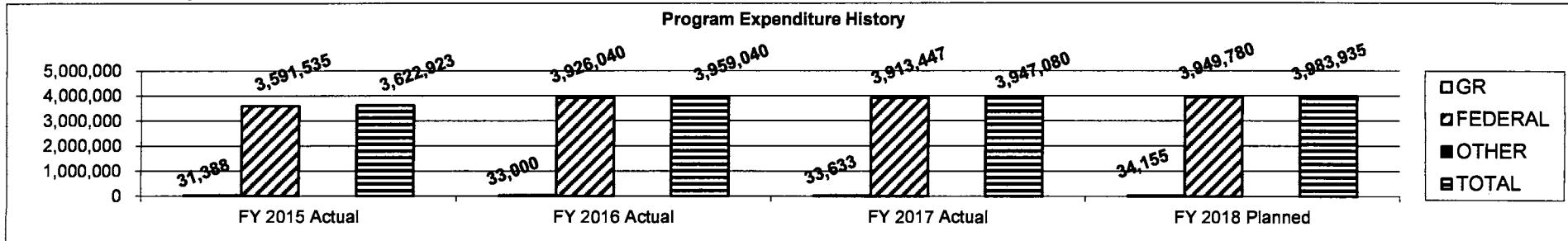
**3. Are there federal matching requirements? If yes, please explain.**

There is a \$1 for \$1 match requirement on the administrative portion of the funds. This match is accomplished by soft costs allocated by DED. Qualifying organizations must provide match based on the amount of funds subgranted from MCSC starting at 24% in the first 3 years, gradually increasing to a 50% maximum.

**4. Is this a federally mandated program? If yes, please explain.**

No

**5. Provide actual expenditures for the prior three fiscal years and planned expenditures for the current fiscal year.**



Note: Planned Expenditures for GR reflect 3% Governor's Reserve.

**6. What are the sources of the "Other" funds?**

N/A

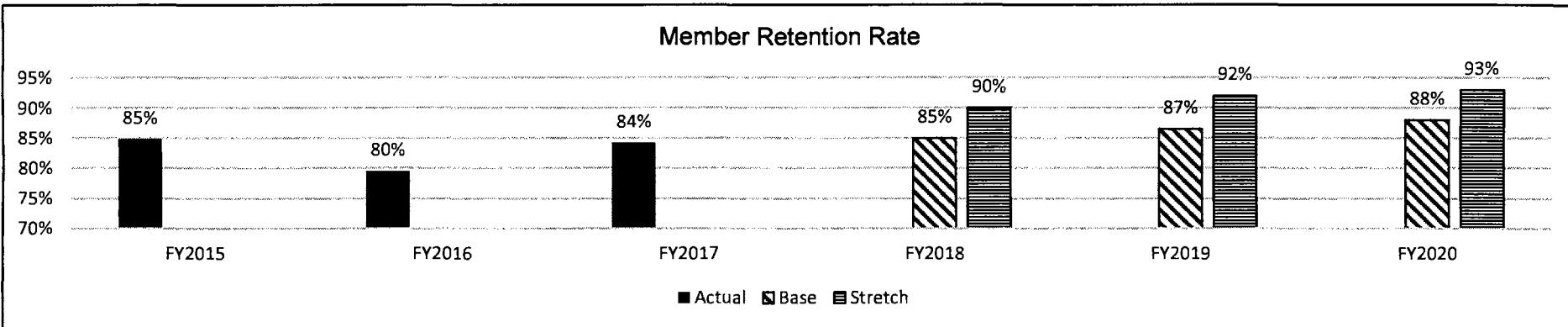
## PROGRAM DESCRIPTION

**Department: Economic Development**

**Program Name: MO Community Service Commission**

**Program is found in the following core budget(s): MO Community Service Commission**

**7a. Provide an effectiveness measure.**

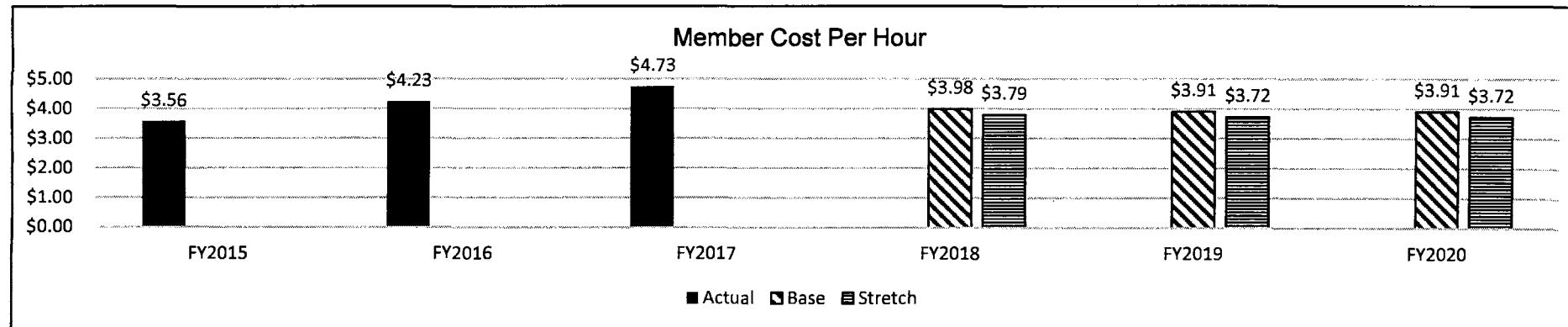


Note 1: Calculated by review of grant management system monthly and quarterly program reporting of member retention.

Note 2: Base target is calculated by examination of historical member trends and retention rates and Stretch target is a 5% increase over Base.

Note 3: This is a new measure; therefore, Projected data for FY15, FY16 and FY17 is not available.

**7b. Provide an efficiency measure.**



Note 1: Calculated by dividing the number of member service hours by the cost of the program.

Note 2: Base target is calculated by anticipated future member counts and Stretch target assumes an additional 5% in member service hours without an increase in program costs.

## PROGRAM DESCRIPTION

**Department: Economic Development**

**Program Name: MO Community Service Commission**

**Program is found in the following core budget(s): MO Community Service Commission**

**7c. Provide the number of clients/individuals served, if applicable.**

|                      | FY2015    |           | FY2016    |         | FY2017    |         | FY2018    | FY2019    | FY2020    |
|----------------------|-----------|-----------|-----------|---------|-----------|---------|-----------|-----------|-----------|
|                      | Projected | Actual    | Projected | Actual  | Projected | Actual  | Projected | Projected | Projected |
| Program Count        | N/A       | 23        | N/A       | 21      | N/A       | 23      | 20        | 22        | 22        |
| Member Count         | N/A       | 599       | N/A       | 551     | N/A       | 491     | 600       | 600       | 600       |
| Member Service Hours | N/A       | 1,018,045 | N/A       | 936,700 | 1,000,000 | 834,700 | 1,000,000 | 1,020,000 | 1,020,000 |
| Number of Volunteers | N/A       | 30,725    | N/A       | 36,212  | N/A       | 34,163  | 50,000    | 60,000    | 70,000    |

Note 1: Member projections assume service levels near that of FY15; Volunteer projections are increasing due to volunteers deployed after natural disasters in FY17 and continued volunteer needs in FY18 and beyond.

**7d. Provide a customer satisfaction measure, if available.**

BCS will create a ten question survey for stakeholders related to the program. Five questions will be common across the Division. Five questions will be specific to the activities of this program. The five common questions will be aggregated annually and benchmarked against a baseline for division wide improvement. The five questions specific to the program will be aggregated annually and benchmarked against a baseline for improvements to this program.

## NEW DECISION ITEM

RANK: \_\_\_\_\_ OF \_\_\_\_\_

Department: Economic Development

Budget Unit 42180C

Division: Business and Community Services

DI Name: MO Community Service Commission Increase

DI#1419004 HB Section 7.080

## 1. AMOUNT OF REQUEST

|              | FY 2019 Budget Request |                  |          |                  | E |
|--------------|------------------------|------------------|----------|------------------|---|
|              | GR                     | Federal          | Other    | Total            |   |
| PS           | 0                      | 5,000            | 0        | 5,000            |   |
| EE           | 0                      | 0                | 0        | 0                |   |
| PSD          | 0                      | 1,398,156        | 0        | 1,398,156        |   |
| TRF          | 0                      | 0                | 0        | 0                |   |
| <b>Total</b> | <b>0</b>               | <b>1,403,156</b> | <b>0</b> | <b>1,403,156</b> |   |

FTE 0.00 0.00 0.00 0.00

**Est. Fringe** 0 1,485 0 1,485

Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

|              | FY 2019 Governor's Recommendation |                  |          |                  | E |
|--------------|-----------------------------------|------------------|----------|------------------|---|
|              | GR                                | Federal          | Other    | Total            |   |
| PS           | 0                                 | 5,000            | 0        | 5,000            |   |
| EE           | 0                                 | 0                | 0        | 0                |   |
| PSD          | 0                                 | 1,398,156        | 0        | 1,398,156        |   |
| TRF          | 0                                 | 0                | 0        | 0                |   |
| <b>Total</b> | <b>0</b>                          | <b>1,403,156</b> | <b>0</b> | <b>1,403,156</b> |   |

FTE 0.00 0.00 0.00 0.00

**Est. Fringe** 0 1,485 0 1,485

Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

Other Funds:

Other Funds:

## 2. THIS REQUEST CAN BE CATEGORIZED AS:

New Legislation  
 Federal Mandate  
 GR Pick-Up  
 Pay Plan

New Program  
 Program Expansion  
 Space Request  
 Other:

Fund Switch  
 Cost to Continue  
 Equipment Replacement

## 3. WHY IS THIS FUNDING NEEDED? PROVIDE AN EXPLANATION FOR ITEMS CHECKED IN #2. INCLUDE THE FEDERAL OR STATE STATUTORY OR CONSTITUTIONAL AUTHORIZATION FOR THIS PROGRAM.

This new decision item is being requested in order to increase the federal appropriation authority for the Missouri Community Service Commission (MCSC), Section 7.080 in House Bill 7. Two new grants were recently awarded which exceeded \$4 million. The current appropriation authority of \$3,949,780 is inadequate based on the amount of federal grants available, which totals \$5,352,936.

## NEW DECISION ITEM

RANK: \_\_\_\_\_ OF \_\_\_\_\_

|   |                       |        |
|---|-----------------------|--------|
| Department: Economic Development                  | Budget Unit           | 42180C |
| Division: Business and Community Services         |                       |        |
| DI Name: MO Community Service Commission Increase | DI#1419004 HB Section | 7.080  |

**4. DESCRIBE THE DETAILED ASSUMPTIONS USED TO DERIVE THE SPECIFIC REQUESTED AMOUNT.** (How did you determine that the requested number of FTE were appropriate? From what source or standard did you derive the requested levels of funding? Were alternatives such as outsourcing or automation considered? If based on new legislation, does request tie to TAFP fiscal note? If not, explain why. Detail which portions of the request are one-times and how those amounts were calculated.)

The current federal appropriation authority is \$3,949,780. The amount of available federal grants is \$5,352,936; therefore, the request totals the difference of \$1,403,156.

**5. BREAK DOWN THE REQUEST BY BUDGET OBJECT CLASS, JOB CLASS, AND FUND SOURCE. IDENTIFY ONE-TIME COSTS.**

| Budget Object Class/Job Class | Dept Req<br>GR<br>DOLLARS | Dept Req<br>GR<br>FTE | Dept Req<br>FED<br>DOLLARS | Dept Req<br>FED<br>FTE | Dept Req<br>OTHER<br>DOLLARS | Dept Req<br>OTHER<br>FTE | Dept Req<br>TOTAL<br>DOLLARS | Dept Req<br>TOTAL<br>FTE | Dept Req<br>One-Time<br>DOLLARS | Dept Req<br>E |
|-------------------------------|---------------------------|-----------------------|----------------------------|------------------------|------------------------------|--------------------------|------------------------------|--------------------------|---------------------------------|---------------|
|                               |                           |                       |                            |                        |                              |                          |                              |                          |                                 |               |
| 100/009878                    |                           |                       | 5,000                      |                        |                              |                          | 0                            |                          | 0.0                             |               |
| Total PS                      | 0                         | 0.0                   | 5,000                      | 0.0                    | 0                            | 0.0                      | 5,000                        | 0.0                      | 0                               |               |
|                               |                           |                       |                            |                        |                              |                          | 0                            |                          | 0                               |               |
|                               |                           |                       |                            |                        |                              |                          | 0                            |                          | 0                               |               |
| Total EE                      | 0                         |                       | 0                          |                        | 0                            |                          | 0                            |                          | 0                               |               |
| 800/Program Distributions     |                           |                       | 1,398,156                  |                        |                              |                          | 1,398,156                    |                          |                                 |               |
| Total PSD                     | 0                         |                       | 1,398,156                  |                        | 0                            |                          | 1,398,156                    |                          | 0                               |               |
| Transfers                     |                           |                       |                            |                        |                              |                          |                              |                          |                                 |               |
| Total TRF                     | 0                         |                       | 0                          |                        | 0                            |                          | 0                            |                          | 0                               |               |
| Grand Total                   | 0                         | 0.0                   | 1,403,156                  | 0.0                    | 0                            | 0.0                      | 1,403,156                    | 0.0                      | 0                               |               |

## NEW DECISION ITEM

RANK: \_\_\_\_\_ OF \_\_\_\_\_

| <b>Department:</b> Economic Development                  |                          |                      |                           |                       | Budget Unit                 | <b>42180C</b>           |                             |                         |                                |     |
|--|--------------------------|----------------------|---------------------------|-----------------------|-----------------------------|-------------------------|-----------------------------|-------------------------|--------------------------------|-----|
| <b>Division:</b> Business and Community Services         |                          |                      |                           |                       |                             |                         |                             |                         |                                |     |
| <b>DI Name:</b> MO Community Service Commission Increase |                          |                      | DI#1419004                | HB Section            | <b>7.080</b>                |                         |                             |                         |                                |     |
| Budget Object Class/Job Class                            | Gov Rec<br>GR<br>DOLLARS | Gov Rec<br>GR<br>FTE | Gov Rec<br>FED<br>DOLLARS | Gov Rec<br>FED<br>FTE | Gov Rec<br>OTHER<br>DOLLARS | Gov Rec<br>OTHER<br>FTE | Gov Rec<br>TOTAL<br>DOLLARS | Gov Rec<br>TOTAL<br>FTE | Gov Rec<br>One-Time<br>DOLLARS | E   |
| 100/009878   |                          |                      | 5,000                     |                       |                             |                         | 5,000                       | 0.0                     | 0                              | 0.0 |
| Total PS   | 0                        | 0.0                  | 5,000                     | 0.0                   | 0                           | 0.0                     | 5,000                       | 0.0                     | 0                              | 0   |
|  |                          |                      |                           |                       |                             |                         | 0                           | 0                       | 0                              | 0   |
| Total EE   | 0                        |                      | 0                         |                       | 0                           |                         | 0                           |                         | 0                              | 0   |
| 800/Program Distributions                                |                          |                      | 1,398,156                 |                       |                             |                         | 1,398,156                   |                         |                                |     |
| Total PSD  | 0                        |                      | 1,398,156                 |                       | 0                           |                         | 1,398,156                   |                         | 0                              |     |
| Transfers  |                          |                      |                           |                       |                             |                         |                             |                         |                                |     |
| Total TRF  | 0                        |                      | 0                         |                       | 0                           |                         | 0                           |                         | 0                              |     |
| <b>Grand Total</b>                                       | <b>0</b>                 | <b>0.0</b>           | <b>1,403,156</b>          | <b>0.0</b>            | <b>0</b>                    | <b>0.0</b>              | <b>1,403,156</b>            | <b>0.0</b>              | <b>0</b>                       |     |

**NEW DECISION ITEM**  
RANK: \_\_\_\_\_ OF \_\_\_\_\_

**Department:** Economic Development

**Budget Unit** 42180C

**Division:** Business and Community Services

**DI Name:** MO Community Service Commission Increase

**DI#**1419004 **HB Section** 7.080

**6. PERFORMANCE MEASURES** (If new decision item has an associated core, separately identify projected performance with & without additional funding.)

**6a. Provide an effectiveness measure.**

Refer to the Core Program Description for the Missouri Community Service Commission.

**6b. Provide an efficiency measure.**

Refer to the Core Program Description for the Missouri Community Service Commission.

**6c. Provide the number of clients/individuals served, if applicable.**

Refer to the Core Program Description for the Missouri Community Service Commission.

**6d. Provide a customer satisfaction measure, if available.**

Refer to the Core Program Description for the Missouri Community Service Commission.

**7. STRATEGIES TO ACHIEVE THE PERFORMANCE MEASUREMENT TARGETS:**

MCSC receives funding from the Corporation for National and Community Service to administer the AmeriCorps State and Education Awards program in Missouri. These funds are made available to not-for-profit organizations, educational institutions, community-based organizations and faith-based organizations with 501(c)3 status. These grants provide communities and neighborhoods with the human resources necessary to address their most pressing civic needs and gives individuals a way to serve by completing community service projects.

**DEPARTMENT OF ECONOMIC DEVELOPMENT**
**DECISION ITEM DETAIL**

| Budget Unit                                    | FY 2017<br>ACTUAL<br>DOLLAR | FY 2017<br>ACTUAL<br>FTE | FY 2018<br>BUDGET<br>DOLLAR | FY 2018<br>BUDGET<br>FTE | FY 2019<br>DEPT REQ<br>DOLLAR | FY 2019<br>DEPT REQ<br>FTE | FY 2019<br>GOV REC<br>DOLLAR | FY 2019<br>GOV REC<br>FTE |
|--|-----------------------------|--------------------------|-----------------------------|--------------------------|-------------------------------|----------------------------|------------------------------|---------------------------|
| <b>MO COMMUNITY SVS COMMISSION</b>             |                             |                          |                             |                          |                               |                            |                              |                           |
| <b>MO Community Svc Comm Inc Fed - 1419004</b> |                             |                          |                             |                          |                               |                            |                              |                           |
| PRINCIPAL ASST BOARD/COMMISSION                | 0                           | 0.00                     | 0                           | 0.00                     | 5,000                         | 0.00                       | 5,000                        | 0.00                      |
| TOTAL - PS                                     | 0                           | 0.00                     | 0                           | 0.00                     | 5,000                         | 0.00                       | 5,000                        | 0.00                      |
| PROGRAM DISTRIBUTIONS                          | 0                           | 0.00                     | 0                           | 0.00                     | 1,398,156                     | 0.00                       | 1,398,156                    | 0.00                      |
| TOTAL - PD                                     | 0                           | 0.00                     | 0                           | 0.00                     | 1,398,156                     | 0.00                       | 1,398,156                    | 0.00                      |
| <b>GRAND TOTAL</b>                             | <b>\$0</b>                  | <b>0.00</b>              | <b>\$0</b>                  | <b>0.00</b>              | <b>\$1,403,156</b>            | <b>0.00</b>                | <b>\$1,403,156</b>           | <b>0.00</b>               |
| GENERAL REVENUE                                | \$0                         | 0.00                     | \$0                         | 0.00                     | \$0                           | 0.00                       | \$0                          | 0.00                      |
| FEDERAL FUNDS                                  | \$0                         | 0.00                     | \$0                         | 0.00                     | \$1,403,156                   | 0.00                       | \$1,403,156                  | 0.00                      |
| OTHER FUNDS                                    | \$0                         | 0.00                     | \$0                         | 0.00                     | \$0                           | 0.00                       | \$0                          | 0.00                      |